

THE WICOMICO NEWS

BREWINGTON BROS COMPANY  
PUBLISHERS.

1732

**S**ALISBURY

THE CITY OF OPPORTUNITY

1908



1732

1908

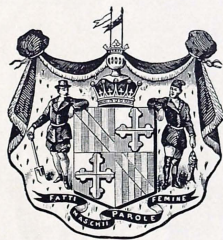
# The Wicomico News

..Historical and Industrial Edition..

PORTRAYING THE PRESENT STATUS  
AND FUTURE POSSIBILITIES OF

## SALISBURY MARYLAND

Edited and Compiled by  
ALBERT E. WALKER



BREWINGTON BROTHERS COMPANY  
SALISBURY, MARYLAND



COPYRIGHT 1908  
—BY—  
ALBERT E. WALKER

ALBERT E. WALKER  
—PUBLISHER OF—  
SPECIAL NEWSPAPER EDITIONS  
Railway and Steamboat Booklets.  
Summer Resort and Campaign Literature.  
ILLUSTRATOR and [GENERAL BIOGRAPHER  
Highest [References] from Leading  
American] Newspapers. Correspondence Solicited.



# The Wicomico News.

Exploiting the Multifarious Advantages of Salisbury, the City of Opportunity, Where Welcome Awaits the Stranger. Queen of the Peninsula. Richly Endowed by Nature as a Manufacturing Centre and Place of Residence. County Seat of Wicomico and Metropolis of Maryland's Eastern Shore. Her Great Lumber Trade and other Extensive Industries. Most Prolific Fruit and Trucking Section on the Atlantic Seaboard. A City Beautiful, where Love of Home and Kindred Never Waver, and the Wild Rose and Honeysuckle Ever Abound.

If all but could thy glories know,  
Thou land of fruit and flowers,  
Into thy Eden would thousands go  
To dwell amid thy bowers,—  
And life begin anew.

TO the traveler who has visited the smaller cities of the country, either on business or pleasure bent, Salisbury comes as a most agreeable surprise. It is unlike any other city of its size anywhere. Nestling here in the garden spot of Maryland, one of the richest agricultural countries in the world, he discovers a miniature modern city, the industrial capital of a large part of Maryland, Virginia and Delaware. One would naturally expect to find the typical country town in such a location, surrounded as it is by a distinctively farming community, but the visitor is startled to see instead a twentieth century town, with vitrified brick-paved streets, cement sidewalks, business blocks that would not look out of place in the largest cities of the land, wholesale houses that undersell those in Philadelphia and Baltimore, with millions of dollars behind them; factories whose salesmen are on the road as far North as New York, as far West as Kansas and as far South as Texas.

He will find banking houses with capital larger than those of any other city of its size in the State, railway and steamship lines with splendid transportation facilities, unequalled by its rivals; a complete sewage system, gas, water and electric light companies that furnish these utilities to the public cheaper than any of her sister cities; graded schools that are the envy and despair of her sister counties, a city government free from graft, and a hospitable, happy people, who work hard, are energetic and ambitious, believing in the destiny of their town, and optimistic to a degree found in but few places.

During the dark days that verged on panic, that have just passed, Salisbury was unscathed. Such a thing as a failure in business is unheard of here, and while the deposits in the banks of other cities went down like the mercury in a thermometer on a cold day, it was up here, and the statements showed a healthy increase. The stress of hard times was not felt and the complaints of poor business which were so monotonously frequent in other places, were not heard. People were too busy. While others complained, they appropriated thousands to pave streets, sent more men on the road to reach out after business and the wheels of progress were not allowed to pause for a minute. It was actually refreshing to meet such people. And they are not from other places either like we find so often in the South, for nearly every business man in the city, nearly everyone who has had most to do with the upbuilding of Salisbury, was born right here, or in Wicomico county. These are the men who have transformed Salisbury from a little crossroads town with a small lumber mill and a few stores into a flourishing manufacturing centre and the chief distributing point for large parts of the richest sections of three States. It is an achievement of which they ought to be and have a right to be proud, but they take it all as the day's work and keep right on doing it over again. The young men of Salisbury stay at home, and this is one of the secrets of her prosperity. They do not, as in so many smaller places, emigrate as soon as they leave school, and some of the

most prosperous business and professional men of the city are under thirty. In most towns of this size at least half of the men of affairs come from a distance, but this is not so here, for the people of Salisbury know, many of them by unpleasant experience, that there is no place like home. So it is that the city has an individuality all its own. Located on the Wicomico, in the heart of the Eastern Shore, near the famous Mason and Dixon Line it is half Northern and half Southern in its character, a delightful blending of the best that is in both great sections of the country. One never hears any talk of the Civil War, thank goodness, as in other places. One would never know such an epoch had ever been unless he opened the pages of his history. The great conflict did not touch Salisbury and there is nothing to commemorate it.

The people impress the traveler as being intensely modern; they live in the present, look forward eagerly to the future and let "the dead past bury its dead." There is little ancient history connected with this city, no mouldering ruins and tumble-down shanties, with yards o'ergrown with weeds and traditions to be treasured by the oldest inhabitants, and no

perfume on the air as one strolls along the shaded streets. Here and there are old fashioned gardens with snapdragon, sunflowers, sweet mignonette, verbenas, hollyhocks, phlox, and heliotrope in bloom, while the morning glory with its profusion of white, pink and purple blossoms climbs everywhere over the broad, cool verandas, where bright colored hammocks idly swing with their fair occupants. For it would not be right to fail to mention the ladies of Salisbury in this little sketch. They are a reflex of the flowers, for each in her own sweet way is very beautiful. The poet has well said, "And then her two large, liquid eyes  
So looked in mine, that (devil take me!)

I set the world on fire with sighs,  
And was the fool she chose to make me."

The number and beauty of its homes is one of the first and most favorable impressions on the stranger. There are no tenements or slums here. Even the colored population seem to have imbibed the spirit of progress and many of them own the little houses in which they live. Land is still cheap, though it is increasing in value every year and offers a splen-

tem under the able direction of Superintendent Bounds.

Salisbury may well be proud of its churches and the edifices in which the people worship are among the handsomest in the country, several of them built of granite and ore, the Asbury M. E. church costing \$30,000. All shades of religious thought and opinion are represented and without exception the pastors are scholarly and earnest men, devoted to the work they have set for themselves.

## IN YE OLDEN TIME.

CARE not where you go, nowhere does the sun shine on a fairer land than the Eastern Shore of Maryland. Situated on the peninsula formed on the one side by the waters of the Chesapeake, whose many estuaries wind in and out among its fertile farms, and on the other by the State of Delaware and the Atlantic, it presents natural charms, which in the early days of the colonization period, invited many families of position and wealth from the Old Country, to build a new home. And today we find the same conditions existing. I cannot conceive a life better worth living than

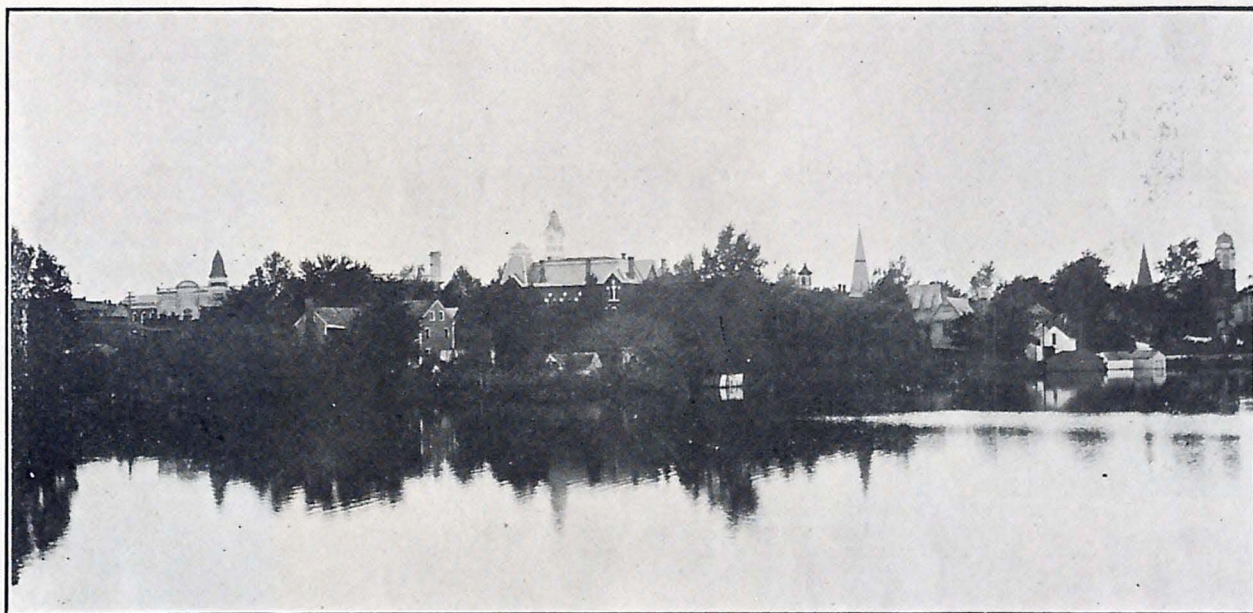
the family of your host, who is receiving his black henchmen one by one, and presenting each with some trifling present, while the delighted blacks bow and scrape with a "thanky, Massa." One of the older field hands then approaches and with grins announces that the log is ready. According to the old custom, on Christmas morning, a new back log was placed in the fire place of the great room, and as long as it burned the slaves had a holiday, excepting the small chores which must be done. Usually the log had been kept soaking in a neighboring swamp since the previous Christmas, but the master was always informed with many wags of the head, that "de shorely wouldn't have much of a holiday dis year, for dat log am dry as tinder." Passing over the other events of the day until you were summoned to dinner, which was served by an old colored butler, usually the descendant of several generations, who had served the same family in that capacity, the table of polished mahogany fairly groaned under the load of good things piled upon it. The barbarian custom of serving one course at a time had not then been introduced, and the master of the house did the carving at the table, with his guests as delighted witnesses of his deft movements with knife, never once removing his fork until the fowl had been neatly and accurately dismembered and served. Passing on again to the dance in the evening, the uncarpeted floors had been previously waxed and prepared for the occasion, and two negro violinists from the "quarters" brought in to furnish the music. All the country squires and belles within a radius of thirty miles are there. The room with its quaint, simple, yet elegant furniture, huge fire-place, wax candles, and the gracefully waving couples in the minuet, make a picture we cannot equal today, no matter how spacious the surroundings. Compare the stately country gentleman in his knee breeches, lace waist-coat, silk hose, buckled slippers, powdered hair and cocked hat (which played a prominent part in the beaux of that period) with the gentleman of today in his immaculate shirt front and sombre clothes. If we could, by virtue of our wish, by some magic be whisked out of these times of haste and insincerity, back to those times of peace and plenty, I do not think many of us would care to give up even those primitive ways for the modern conveniences and pretensions of the twentieth century.

J. H. K. Shannahan, Jr.

## SALISBURY IN HISTORY.

HERE is little history connected with Salisbury that is of more than passing interest, for the city was located out of the path of the great events that go to make up the story of the nation. The early life of the town was a most peaceable one, much like that of other small towns located at a distance from the great centres of population. When it was first settled the country was thickly wooded, game of all kinds was plentiful as it is today and the rivers and Bay swarmed with the choicest fish. There was no danger of famine, which threatened the settlers at Jamestown or the Pilgrim Fathers on the rocky and inhospitable shores of New England.

The settlers were for the most part of hardy English stock and even today can be heard from the lips of



THE CITY AS SEEN FROM ACROSS BEAUTIFUL LAKE HUMPHREYS

"Washington's headquarters." In place of these useless monuments are solid brick and stone blocks of business houses and miles of streets bordered with shade trees standing in front of hundreds of modern residences. Salisbury is a beautiful city as well as a business city and the two do not go hand in hand everywhere by any means. When it is contrasted with the manufacturing towns of the same size in the North and West they are at a most decided disadvantage. Because the people are up-to-date and strictly business, it must not be inferred that they do not take time to enjoy the good things of life, for you would make a grave mistake.

Salisbury is most emphatically a city of homes and beautiful homes. The people pride themselves upon this and each house-holder seems to have entered into a friendly rivalry as to who should possess the prettiest yard and garden and who should have the neatest house. Most of the houses are detached and surrounded with well-kept grounds. The fence has been to a great extent eliminated and this adds much to the appearance of the residence portion of the town. There are flowers everywhere. Roses, honey suckle, sweet peas, balsam, zenias and dahlias waft their

did field for investment. There is plenty of room to grow and several subdivisions have been laid out in the beautiful suburbs that are being built upon. Nearly everyone owns their home and the building of one is made easy by the liberal terms of payment offered and the fact that located in the city are two flourishing building and loan associations that have done much toward making the city what it is today.

In the matter of schools Salisbury has been most liberally provided for by the generosity of the taxpayers and the people take the greatest pride in them. Like all enlightened communities they appreciate the value of an education at its full worth and do not begrudge one penny of the thousands that are spent annually in the cause of education. The High School building standing on an eminence overlooking Lake Humphreys is one of the most complete structures in Maryland and is supplied with every modern convenience that will assist "the young idea to shoot." The annex, built to accommodate the overflow, is also a fine building, that is taxed to its utmost capacity. More children attend school in Salisbury than in many cities of twice its size, a condition which is due in a great measure to the excellence of the sys-

tem that enjoyed on the Eastern Shore of Maryland a hundred or more years ago, by what the slaves called "quality folks." The large plantation of a thousand or more acres with its commodious manor house—the scene of many a revelry—the quarters of the slaves, altogether made the planter a veritable Norman lord with a feudal system all his own, void of that harshness which marked the reign of his earlier brother. Hospitality and courtesy were the key-notes of the day. A living was there in plenty for every man. There was not the grand scramble we now see on every side of us, the stronger passing rough-shod over his less fortunate brother, anything in order to get there. So far as the picturesque is concerned, to my mind the social life of that day, if a bit more ceremonious than at present, was far more pleasing. Picture Christmas morning on one of the old plantations. You are awakened at the break of day by a chorus of darkies singing under your window:

"Christmas comes but once a year,  
And dis am Christmas mawning."

You arise to the grateful glow and warmth of the old fire-place, in which a house servant had kindled a fire while you slept. On appearing on the broad veranda you are greeted by



the country folks words that were used in the Elizabethan era, that sound quaintly out of place in these days of slangy phrases. The settlers were many of them gentry who came over with Cecilius Calvert and his brother. They were given large grants of land, which, in many instances, are still called manors. Those who were men of means built large and spacious houses of the beautiful and comfortable colonial type, surrounded by groves of shade trees and flowers. Several of these old homes which were built in the most substantial manner from wood taken from the virgin forest are still in a remarkable state of preservation. A generous hospitality was dispensed and the arrival of a stranger was an occurrence of festivity. At that time the site of Salisbury was occupied by one of the villages of the Wicomicos, a tribe of Indians who roamed throughout the Eastern Shore of Maryland and Virginia. There is no record in existence that there was ever any trouble between the red men and the white, and their relations seem to have been most amicable. The settlers traded for the land occupied by them and the friendly relations that existed seem never to have been broken, as was so often the case with the colonies in every other part of the new country. This fact speaks volumes for the character of the ancestors of the men who are now engaged in developing this great

the town. A yearly rent reserved to the Lord Proprietor of one penny per year."

So it would appear that the city is approaching 200 years old on paper, for it was many long years before there was even the semblance of a town at "the forks of the Wicomico." The first plat of Salisbury was made nearly a century later, in 1817, by Jacob Morris, the surveyor of Worcester county, and John Laws, surveyor of Somerset county, by direction of Esma M. Waller, H. Given, Jehu Parsons, John Huston, Levin Dorman, Sr., and Col. Thomas Humphreys, commissioners appointed by an Act of Legislature. It will be seen by referring to other pages of this publication that many of the descendants of these early settlers are among the most prominent business and professional men of the city today. When this first plat was made many of the lots taken up under the law passed in 1732 had disappeared and the site of the little town had been intersected by crooked lanes and by paths, some of which were straightened and are now the principal streets of the city. But this was not done without a great deal of trouble and controversy and doubtless some bitter feeling was engendered when an attempt was made to open, widen or straighten one of these short cuts. It was at best accomplished after a fashion on paper, but there must have been still further

and passengers most difficult. In those days the present Main street was called Bridge street and Division was known as Division; Church and High streets were to all intents and purposes the same and the "Old Field" of James Fooks occupied the site of Georgetown and most of Newton street east of Division. The population of the little town at the time the plat was made was only between 300 and 400, only 80 lots are shown in the survey and at the time of the first fire, in 1860, a large proportion of the lots were still vacant.

The town grew slowly. The only means of transportation was by small coasting vessels and it was not until the railroad came and rapid transportation for the perishable products of the soil and water secured that the town began to show signs of that progressiveness which is now so characteristic of it. Until 1888 Salisbury was governed by the County Commissioners, but in that year the citizens decided that it had outgrown its swaddling clothes and was able to stand alone. A charter creating a mayor and five councilmen was procured from the Legislature and from that time the real career of Salisbury as a city began. Many improvements have been made that would never, perhaps, have ever been sanctioned by the County Commissioners, such as street paving and sewerage, and now there is no cloud on the horizon to indicate that there is anything to prevent Salisbury from continuing on her triumphal career of progress and prosperity.

#### SALISBURY IN WAR.

THE war history of Salisbury and, indeed, that of the entire Eastern Shore, can be told in a few words. Its people have always been for peace, although it furnished some troops to both the Confederate and National armies during the Civil War and a number of its young men went to the front as volunteers during the Spanish-American War. The only time its people, however, came really face to face with "grim visaged war" was during the Revolution, and this incident cannot be said to exactly redound to the patriotism of some of its inhabitants. Nearly all of the settlers were either descendants of or were connected with the English gentry and were intensely loyal to the King in his quarrel with the thirteen colonies. When Washington took the field many became Tories, as such sympathizers were called, and they started an armed insurrection under the leadership of a man of gigantic stature named Ben Allen. For a time they terrorized the patriots and on February 18, 1777, General William Smallwood, the commander of the famous Maryland Line in the Continental Army, was sent by Washington with a body of troops. He established headquarters at Salisbury and prepared to give battle, but it resulted in little more than a brisk skirmish in which Allen was shot through the head, dying instantly. His followers fled ignominiously, but many of them were captured, other sympathizers with the King were arrested, and for a time the jails of Annapolis and Cambridge were filled with prisoners. But the death of Allen put an end to the hopes of the loyalists and this was their first and last attempt to resist the American troops. Allen, so far as history tells us, was the only man killed in the skirmish, and was buried in the church yard of St. Peter's. A century later, when a recess chancel was added to the church, the workmen disinterred a gigantic skeleton. The skull was in a remarkable state of preservation and upon a close examination a bullet hole was discovered to have pierced it through and through. On account of the large size of the skull, the fact that Allen had been shot in the head and the added fact that he was buried in St. Peter's churchyard, though his grave was unmarked, the reasonable supposition is that the skull belonged to him.

"Every time I breathe a man dies," solemnly asserted the millionaire, in tones of terrible warning.

"Great Scott!" cried the unmoved laborer, "why don't you chew a few cloves?"

#### BARONS OF BALTIMORE AND LORDS PROPRIETARY WHO GOVERNED MARYLAND BEFORE 1776.

George Calvert, First Lord Baltimore.

1632—Caecilius Calvert, Second Lord Baltimore.

1675—Charles Calvert, Third Lord Baltimore.

1715—Benedict Leonard Calvert, Fourth Lord Baltimore.

1715—Charles Calvert, Fifth Lord Baltimore.

1751—Frederick Calvert, Sixth and last Lord Baltimore.

1771 to 1776—Henry Harford, last Proprietary.

#### "MASON AND DIXON LINE."

SALISBURY is located seven miles south of the famous boundary known as "Mason and Dixon Line," the history of which is as follows: The Duke of York, afterwards James II, through ignorance of the country, granted

1779, and agreed "to extend the Mason and Dixon line due west" the remaining thirty-six miles, and this agreement was ratified by Virginia (June 23) and Pennsylvania (September 23 of the succeeding year). A temporary line was run under this agreement in 1782-83, but the boundary was not established until the early part of 1784.

#### RESULTS OF THE GREAT FIRE.

FIRE has played a prominent part in the history of Salisbury, but it has by no means retarded its growth, but on the other hand has doubtless been the direct cause of many of the modern improvements now possessed by the city. Misfortune frequently brings out the dormant traits that slumber in the people of every community. Some it overwhelms and they give up in despair; others it puts on their mettle, and they never say die. To this latter class the people of Salisbury certainly belong, for they have twice been tried by fire and each time they



VIEW OF DIVISION STREET.

William Penn some of the territory which had been given to Lord Baltimore. This territory would have included even the site of the City of Philadelphia. The mistake led to a long dispute, which was ended only with the location of the Mason and Dixon boundary line, 1763-1768. This imaginary line became famous as the boundary between North and South in the exciting times of our Civil War.

In recent years the stones marking this boundary have been reset and the whole of the line resurveyed under supervision of engineers of the United States Coast and Geodetic Survey. The original difficulties leading to the controversy arose from an error in Captain John Smith's map of Virginia respecting the location of the fortieth parallel of north latitude and from a qualifying phrase in the preamble of Lord Baltimore's charter, issued June 20, 1632, limiting his possessions to the uncultivated lands within the prescribed limits of Maryland. These two loop-holes were enough to stimulate Penn's desire for land and to weaken Baltimore's grounds of defense. At almost every point when the question came to a definite issue the Calverts lost, through the greater acumen, stronger influence and better knowledge of the

have rebuilt their city more substantially and much better than ever before, learning lessons from their misfortunes, but not for a moment losing confidence in the future of the city they love so well.

The first fire of consequence occurred at 2 o'clock on the morning of August 19, 1860, when the inhabitants were aroused from their slumbers by the ringing of the bell of old St. Peter's church. The startled citizens rushed out to find flames pouring from the rear of Newman's store at the southeast corner of Main and St. Peter streets. At that time the only fire-fighting machine in the town was a small hand engine, which had been purchased by a few prominent citizens and housed in a frame structure on the site of the present City Hall. This was hastily manned and the hose attached to an antiquated wooden pump which stood in front of the burning structure. But the fire spread with such lightning-like rapidity that it communicated with the engine and it was destroyed. Nearly every building in the town was built of wood and with nothing to check their progress the flames spread rapidly and by 10 o'clock the next morning the business portion of the town was little more than a mass of smoking ruins, the fire having



THE COURTHOUSE

section which has so long remained fallow. The first mention to be found of Salisbury in the records of the colony is the following: "Samuel Ogle, Governor, 1732.

"As a session of Assembly began and held at the City of Annapolis in the County of Anna Arundel, for the province of Maryland, on the 11th day of July, and ending on the 8th day of August, in the eighteenth year of the dominion of the Right Honorable Charles, absolute Lord and proprietor of the provinces of Maryland and Avalon, Lord Baron of Baltimore, etc., were enacted the following laws, viz:

"AN ACT for the erecting of a town at the head of Wicomico river, in Somerset county, for laying into lots fifteen acres of land in the fork thereof, and at the landing commonly now called 'Handy's or Carr's Landing.' Commissioners empowered to purchase 25 acres of land of William Winder, a minor, off a tract of land called 'Pemberton's Good Will,' in the forks of the Wicomico river, and most convenient to the water and lay off a town called Salisbury, provide for streets, etc., to be numbered from one to twenty. The owner to have his choice of two lots, and no individual allowed to take up more than one lot and to build on the same in 18 months; house to cover at least 400 square feet built on each lot, and in failure to build lot shall be forfeited and used for the benefit of

trouble, for it will be seen that after the survey had been made it was not carried into effect and many of the changes were never made. A case in point can be seen today on Division street, which would have been as straight as Main, had it not been for a controversy between the property owners. The records tell us that Nathan Gordy, Wm. S. Handy, Belitha Christopher, William Daly, Levin Williams, William B. Bell, John Rider, Henry White, James Fooks, Samson Davis, Levin Cathell, William Williams, Isaac Hearn, Thomas Humphreys, John Huston, Jane Dashiell and Mary Townsend favored the proposed straightening of the thoroughfare, while Ebenezer Leonard, Thomas Hooper, William Parsons, Levin Hitch, James Howard and Joshua Leonard opposed it. It seems that the latter, though in the minority, won out. In those old days the western boundary of the present city was on Main street and was marked by a large cypress tree, the present site of the Farmers and Planters' office. There was no such thoroughfare as Camden or Dock streets, and Camden Bridge had not been built. The head of navigation was at Back Landing in the rear of Perdue & Gunby's large carriage repository and there the ships would load and unload. No attempt had been made to improve the navigation on the river and the marshes on either side made the landing of goods



ASBURY M. E. CHURCH.

essential facts shown by the Penns.

We cannot detail here the interesting history of this celebrated boundary controversy. Suffice it to say that the Pennsylvania view was finally accepted. Mason and Dixon did not conclude their survey of the whole line. They were compelled by the Indians to stop within thirty-six miles of the five degrees still unsurveyed. A joint commission, representing Pennsylvania and Virginia, met in Baltimore August 31,

consumed all the buildings between the old post office to the residence of Benjamin H. Parker, where it was stopped by the bucket brigade, composed of every man and many of the ladies of the town, who had fought the flames valiantly step by step. The loss by this fire was \$150,000, with but little insurance. This, however, was even a heavier blow than the later fire, for it must be remembered that Salisbury at that time was scarcely more than a village. The



most valuable building consumed was St. Peter's church, from the tower of which the alarm had been sounded. This was one of the oldest edifices on the Eastern Shore, having been built in colonial days during the reign of William and Mary with bricks brought from England. It was a typical old style English Church, with walls two feet thick, a pulpit perched high above the locked pews so that when the worshiper once entered the

a small stable on Dock street, to gain immense headway and when the steam fire engine and the department tardily arrived the flames had already spread to the group of large frame stables that were clustered in the vicinity. Just at the crucial moment, when the fire might have been subdued, the engine broke down and the city was at the mercy of the devouring element. A sharp October wind was blowing from the south and this

they had to a great extent been industrially asleep, but this catastrophe, a blessing in disguise, awakened and quickened their dormant faculties. For the first time they realized the possibilities that lay all around her and awoke to grasp them. Her location could not have been better, had it been selected by one who had the power to draw aside the veil and look into the future. She stands at the very gateway of this vast terri-

lars. This money comes almost entirely from distant points and is therefore so much added every year to the circulation of this section. To pick these berries requires the services of nearly 10,000 persons and they are paid in wages over \$35,000, most of which is spent with the local merchants. After the luscious strawberry has become but a memory, the black-berry steps forward to take its place. The soil of Wicomico county is peculiarly suited for the cultivated variety of this delicious berry as well as those that grow wild. It is estimated that about 2,000 acres are cultivated. The yield is about 2,000 quarts to the acre and the revenue derived by the growers is in the neighborhood of \$150,000. Cantaloupes and watermelons are also a large source of revenue and over two thousand acres are planted in them, bringing the growers about \$150,000. These estimates are only for Wicomico county and do not include the fruit from farther down the Peninsula, which is handled and controlled to a large extent by Salisbury interests. They serve to show the home-seeker that there is big money in small fruits and that with a little capital he can get great returns, as others are doing. The soil is splendidly adapted to general trucking, the shipping facilities to the large cities, both by rail and boat, are unsurpassed and the freight rates to the large cities of consumption are low. About 40 per cent. of the shipments are sent to New England, 35 per cent. to New York and the remainder to Philadelphia, Baltimore and the West. For the shipment of such large quantities of fruit and vegetables thousands of packing cases are required and this is also one of the important industries of the city. The factories, it is estimated, turn out crates and barrels during the season to the value of \$100,000, and including women and children about 1,000 persons are employed at good wages.

#### IMBEDDED WEALTH.

**A**S the Chesapeake Bay is the centre of the State, almost wholly within Maryland jurisdiction, its importance commands attention. Prof. Wm. K. Brooks, of Johns Hopkins University, says: "The Chesapeake Bay is a great river valley; not as large as that of the Nile or Ganges, but of enough consequence to play an important part in human affairs, and to support in comfort and prosperity a population as great as that of many famous States. It receives the drainage of a vast area of fertile land stretching over the meadows and hillsides of nearly one-third of New York and nearly all of the great agricultural States of Pennsylvania, Maryland and Virginia. The most valuable part of the soil of this great track of farming land, more than forty million acres in area, ultimately finds its way to the Bay, in whose quiet waters it makes a long halt on its journey to the ocean, and it is deposited all over the Bay, in the form of fine, light, black sediment known as oyster mud. This is just as valuable to man, and just as fit to nourish plants, as the mud which settles every year on the wheat fields and rice fields of Egypt." This alluvium is in fact a natural fertilizer which sustains an endless variety of microscopic plants and animals on which the Chesapeake Bay oyster fattens and multiplies and becomes the exceptional oyster of the world for flavor and other qualities. It is estimated that for seventy-three years, that is from 1834, when the oyster packing business was established in Maryland, to the year 1907, upwards of 450,000,000 bushels of oysters were taken from the natural beds in the Chesapeake Bay and its tributaries for packing and shipment.

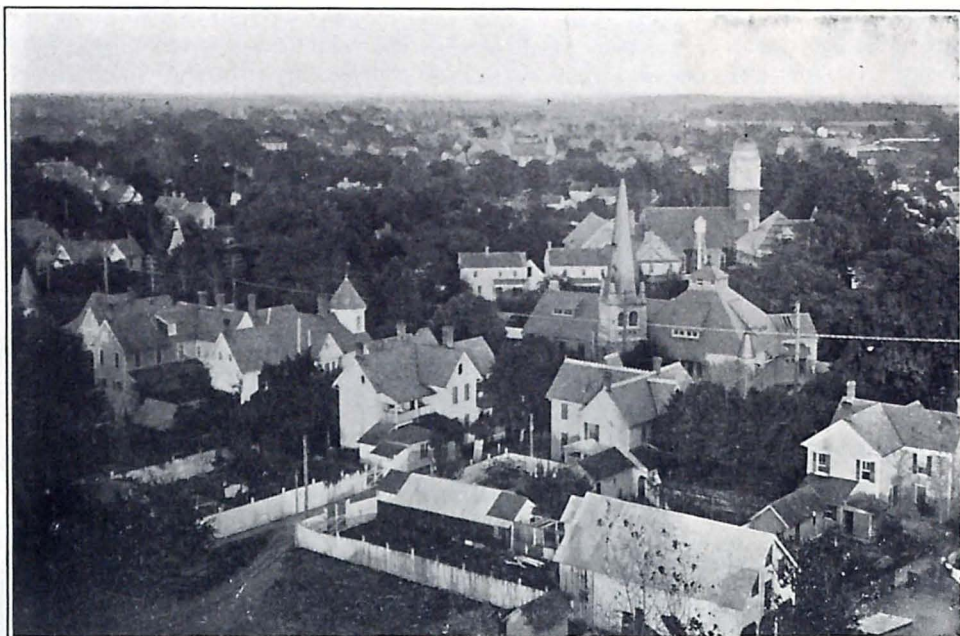
#### EASTERN MARYLAND.

**T**HE counties of Eastern Maryland are as follows: Worcester, Somerset, Wicomico, Dorchester, Caroline, Talbot, Queen Anne's, Kent and Cecil. These Maryland counties, with the State of Delaware and two counties of eastern Virginia, form the Peninsula, which is widely known for its peach-growing industries and numerous other profitable pursuits.

Worcester is the only county of Maryland which touches the Atlantic Ocean. The coast is a sand-barrier, inside of which is Sinepuxent Bay and Chincoteague Sound. The whole region offers many inducements for enterprise and development, the natural resources being timber, fisheries, facilities for oyster planting, and a soil and climate wonderfully adapted for the early production of small fruits and vegetables. Worcester and Caroline are the only counties of eastern Maryland which do not touch

#### THE QUIET STARS.

The twinkling stars that stud the skies  
Throughout the quiet night  
Are only precious little eyes  
Of babies fair and bright;  
For, when the babies are asleep  
An angel comes and takes  
Their little eyes to guard and keep  
Until the morning breaks.  
So, in the sky and on the earth,  
Those little eyes divine,  
With quiet love and twinkling mirth,  
Through all the darkness shine.

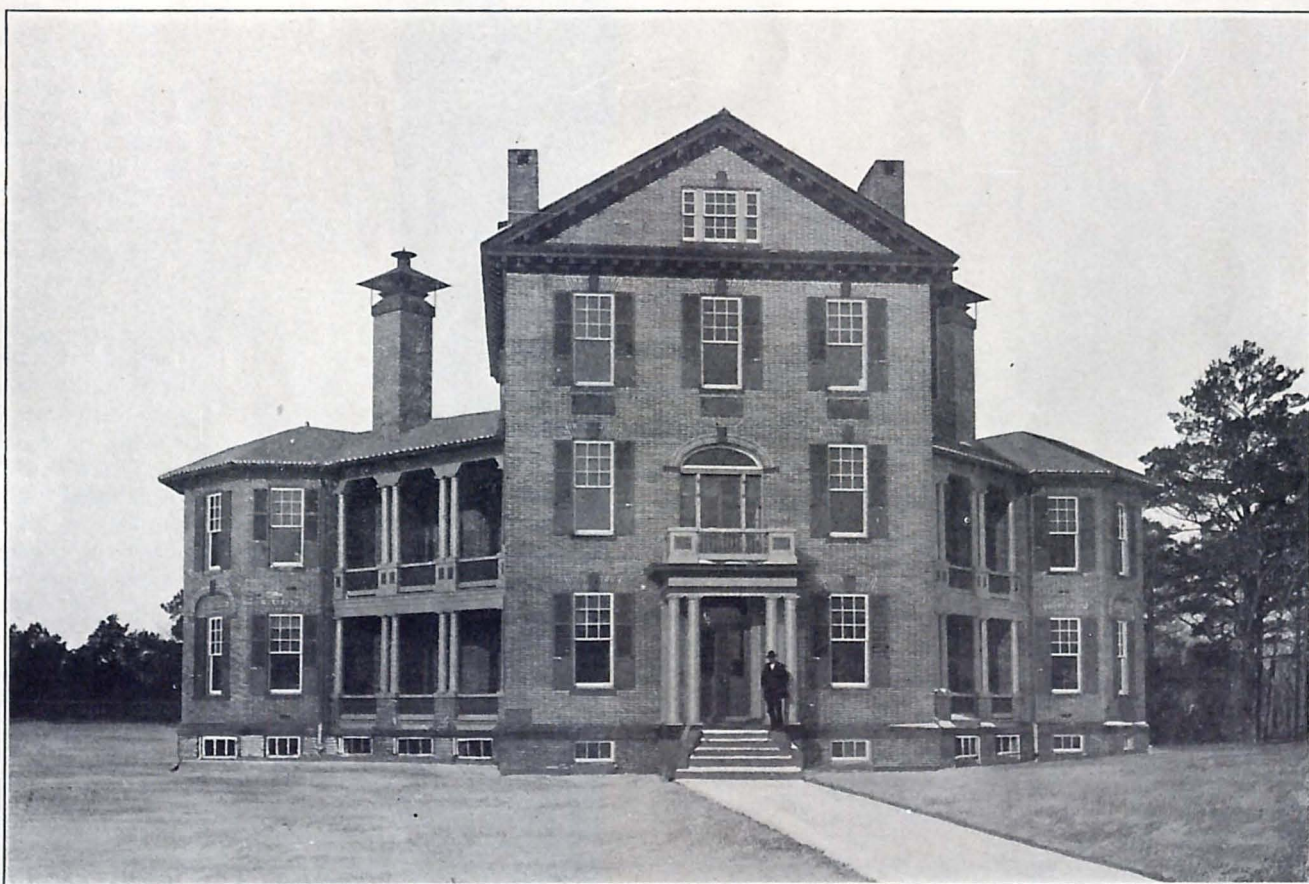


SALISBURY, SHOWING A PART OF RESIDENTIAL SECTION. M. E. CHURCH, SOUTH, IN CENTER; PRESBYTERIAN CHURCH IN REAR.

sacred edifice he had to stay until the sermon was over no matter how long and prosy it might happen to be. Although there was but little insurance on the destroyed buildings and the country was on the verge of the Civil War, the people of the community went courageously to work and rebuilt their ruined homes. But they had not yet learned the lesson, which was to come 25 years later, that wood when used as a material is not fit for building when they are constructed in close proximity.

carried the flames directly into the heart of the town, and a clean sweep was made from the Camden street bridge down Main to the residence of Mrs. Margaret Parsons, where, by the strenuous efforts of the citizens, who formed a bucket brigade, they were gotten under control. Twenty-two acres were burned over, the loss was over three-quarters of a million, while the insurance amounted to but \$405,560. This was a stunning blow to many, but they were not disheartened and quickly showed the stuff of

tory that has only just begun to be developed. It is not to be wondered at that her wholesale trade has grown with such remarkable rapidity. Closer to her customers by 221 miles than New York City, 103 miles than Wilmington, 131 miles than Philadelphia, 100 miles than Baltimore, and 125 miles than Norfolk, with splendid shipping facilities both by rail, boat and over excellent turnpikes, she can undersell them in every commodity demanded by the consumer. Her wholesale merchants no longer as



THE PENINSULA GENERAL HOSPITAL.

#### THE GREAT FIRE OF '86.

Most of the middle aged and older citizens remember vividly the great fire of October 17, 1886, when the town was almost entirely wiped out of existence and it still remains a topic of conversation with them. It was this fire that made Salisbury a brick city, for after the conflagration fire lines were established within which no frame structure could be erected. Since then the city has been visited by but a few unimportant fires that did little damage and were fully covered by insurance, for the fire of 1860 had caused nearly every property owner to get out a policy on his houses.

This fire broke out on Sunday night while most of the people were preparing to go to the various places of worship. The alarm was sounded by ringing the church bells, but everyone thought that this was the usual summons to service and that nothing unusual had occurred. This fact allowed the fire, which had started in

which they were made. The ashes were hardly cool before building operations were begun and brick took the place of wood. This fire really marks the transition of Salisbury from a country town to a modern city, and since the fire its growth has been twice as fast as ever before in its history. A few were unfortunately great losers by the fire, but the large majority were gainers and the city was started upon an era of prosperity such as she might never have known.

#### A NATURAL METROPOLIS.

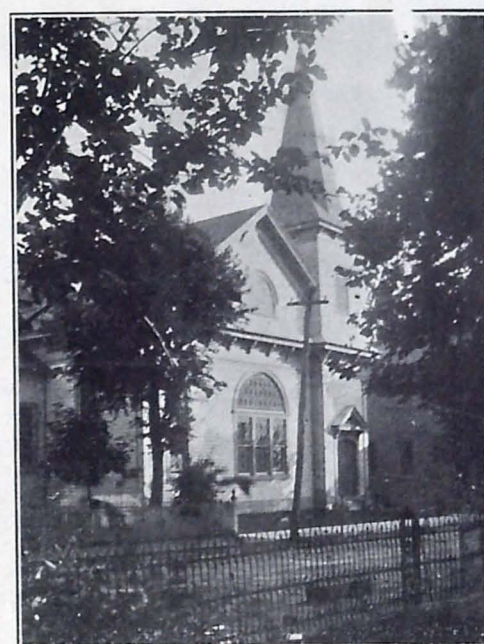
**S**ALISBURY is the natural metropolis of this rich section of country that only needs development to make it become one of the great manufacturing centres of the country, as it is already one of the great agricultural sections. Her most progressive citizens realize this and they have confidence in the faith that is in them. The great fire was an awakening from the lethargy that had come over them. Up to that time

of yore go to those of the larger cities for their goods, but get them from the same sources and at the same prices in carload lots. They buy direct from the manufacturer for cash, take advantage of every discount, and the retail merchant and the consumer get the benefit of their enterprise.

#### BERRY AND FRUIT GROWING.

**A**S a centre of the great berry and fruit-growing section of the Eastern Shore of Maryland and Virginia the superb advantages of Salisbury have long been recognized and today the city stands without a rival in this important branch of trade. Within the immediate vicinity of the city there are over 5,000 acres in strawberries alone and at the modest estimate of a yield of 3,000 quarts to the acre, selling at an average price of 5 cents a quart, this would make 15,000,000 quarts, bringing to the growers in the short season a quarter of a million of dol-

Most of the work is done by machinery, which is of the most improved pattern in most instances.



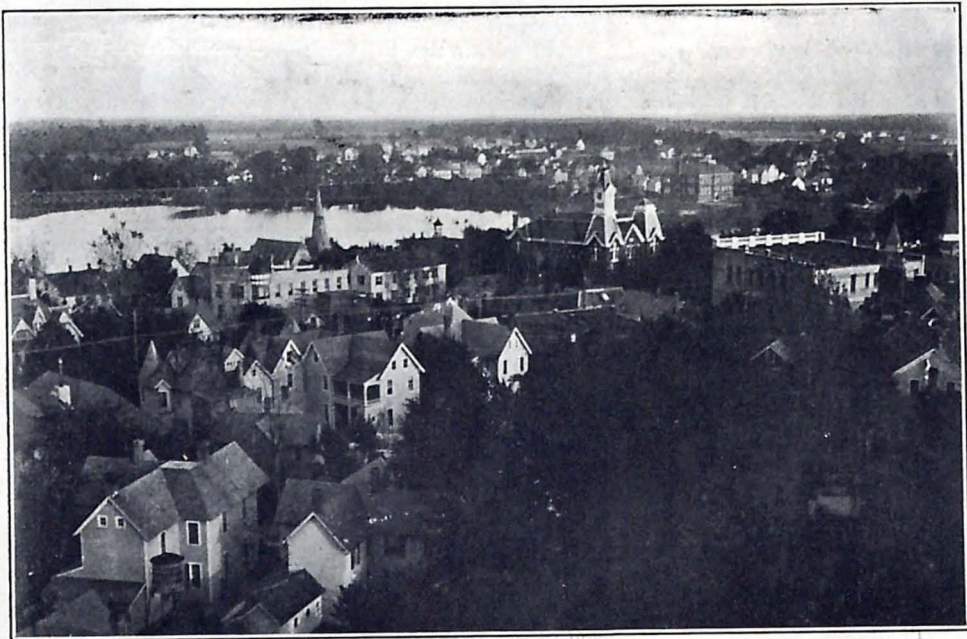
METHODIST PROTESTANT CHURCH.



with two hose carriages cost the city \$5,453. It was named the L. C. Almond, in honor of the Mayor of Wilmington, who had sent assistance to the city during the Jackson conflagration. The department was organized with some of the leading citizens as members. Those who were chiefs while this engine was the only one owned by the city were Dr. L. S. Bell, George C. Hill, S. S. Smyth, John L. Owens and F. A. Grier.

#### THE INFLUENCE OF CLIMATE.

SINCE the organization of the Maryland State Weather Service in 1891, extended and valuable observations have been made by the scientists of the bureau, which cannot fail to be of practical use to every one who may look towards this section for a home or for a business pursuit. It has been well said that "Nothing so materially affects the development of a country as its climate," and that where the climate is favorable there prosperity and progress may be confidently sought. This



SALISBURY, SHOWING COURT HOUSE, MASONIC TEMPLE, WITH HIGH SCHOOL TO THE RIGHT, N. Y., P. & N. BRIDGE AND HUMPHRIES LAKE TO LEFT.

condition exists on the Eastern Shore, where all the natural surroundings and diversity of climate permit a variety of pursuits, and where the welfare of the community does not depend upon the success or failure of one or more enterprises. Such diversity in climate, with its attendant variety of occupations, is found on the Peninsula. This may be explained by the complexity of the surface configuration and the presence of the sea upon the eastern borders.

The climate is such, in fact, that out of doors work may be done comfortably for nine months in the year. There are no blizzards or cyclones, and long continued droughts are rare. The annual mean temperature of Eastern Maryland is, Spring, 51.7; Summer, 74.5; Autumn, 55.8; Winter, 36.1.

#### CALM ON THE CHESAPEAKE.

By Lucy Meacham Thurston.

The bay spreads out to yonder misty shore  
Without a ripple on her breast,  
Nor flush of whitecaps 'long the tidal flow,  
Nor curling wave with snow-white crest.

But silver streaks, and darker breadths  
Of blue, and here and there a gleam,  
As if the sparkling sun flashed back  
From jewels bosomed in the stream.

Across the sweep of blue lie boats becalmed;  
Their white sails mirrored in the deep  
Shine in the distance like the wings  
Of giant butterflies asleep.

Down by the line where sea and sky are one,  
Their curling clouds close huddled lie;  
As if the Master painter—whites and grays are done—  
Had lightly drawn His brush across the sky.

"Have you any books on automobiling?"  
"I haven't read this one, but it's entitled 'People I Have Run Across.'"

#### WICOMICO COUNTY.

POPULATION 24,853.

#### COUNTY SEAT—SALISBURY.

Court Terms—Jury, fourth Monday in March and September; non-jury, first Monday in January and July.  
Orphans' Court Days—Second and fourth Tuesdays of each month.

#### ELECTED OFFICERS.

Joseph L. Bailey, State's Attorney, 1911.  
Ernest A. Toadvine, Clerk Circuit Court, 1909.  
John W. Dashiell, Register of Wills, 1909.  
William W. Laramore, Sheriff, 1909.  
Peter S. Shockley, Surveyor, 1910.  
Thomas Perry, Treasurer, 1912.  
William H. Cooper, County Commissioner, 1909.  
John E. Johnson, County Commissioner, 1909.  
Cornelius G. Messick, County Com-

Courthouse improvements	2,000.00
Public schools:	
Maintenance .....	\$20,000
Buildings .....	5,000
	\$25,000.00
Treasurer and assistant..	2,900.00
Road deficiency.....	19,586.32
Surplus fund.....	15,000.00
Less bridge, Salisbury .....	\$5,000.00
Less roads.....	\$7,347.67
	\$2,000.00

#### Assessable Basis of the Districts.

The following shows the assessable basis of the several districts in the county:	
Barren Creek.....	\$377,742.00
Quantico .....	406,234.00
Tyaskin .....	296,897.00
Pittsville .....	330,314.00
Parsons .....	1,137,367.00
Dennis .....	171,114.00
Trappe .....	322,611.00
Nutter's .....	214,098.00
Salisbury .....	1,296,537.00
Sharptown .....	255,446.00
Delmar .....	369,827.00
Nanticoke .....	330,859.00

birth, nor from whence she came. She married a mechanic, Jesse Cannon by name. They had several children, one of whom married Joe Johnson, with whom she soon formed a partnership



THE LOWING HERD

for the purpose of murdering travelers and slavetraders and stealing and selling negroes. Jesse, her husband, died mysteriously and it is believed that Mrs. Cannon murdered him. This female demon had a cemetery of her own in the rear of the house, and here dozens of her victims were buried. Many rooms were especially constructed for the purpose of murder and others were used for prisons in which to keep her stolen negroes until she found buyers. One day she was annoyed by the crying of one of the colored children in her house and seizing it she cast it into the fire. The place was known as "Joe Johnson's Tavern," and the building is still standing at the "Cross Roads." Patty conducted her awful business for about twenty years when she was arrested, took poison and died in jail before her trial in Georgetown (Del.) took place.

#### ON THE WICOMICO.

On the west side of this river is old Green Hill Church, built in 1733 of bricks brought from England. This was the mother church of Stepney Parish, which once included all of Somerset county, part of Worcester and a portion of Sussex county, Del. Rev. William Stone, first Bishop of Maryland, was for a long time rector of this church. The father of Samuel Chase was also rector of Green Hill Church. It was at this time that Samuel was born at the old Griffin farm, near Pea Hill, on the south side of the river. Adjoining this is the Polk farm (White Chapel) now known as "Harcum's." Here Judge Polk lived for many years. His cousin lived here for a time in his youth, afterwards settling in North Carolina, where his son, James Knox Polk, who became the President of the United States, was born. Mrs. Herschal V. Johnson, a second cousin of the President, was a sister of James Polk, who was also born on the Wicomico river, at the above named place. Mrs. Lowe, wife of Governor Lowe, of Maryland, was a daughter of James Polk.

Camden .....	743,528.00
Willard .....	130,465.00
Total .....	\$6,391,939.00
Stocks of corporations...	2,331,555.00
Bonds .....	17,900.00
Total basis.....	\$8,723,594.00

This is an increase over the basis of last year of more than \$700,000.00, which speaks well for the diligence of the Board and the County Treasurer in finding and listing all this new property. It also speaks well for the liberality of some of our richest citizens, who voluntarily listed their stocks and bonds at the Commissioners' office.

#### THE NOTORIOUS PATTY CANNON.

Up near the antiquated little village of Reliance, a few feet from the Delaware border, in Dorchester county, about 1802 came Patty Hanley, who would never reveal the place of her

#### DISTANCES FROM SALISBURY.

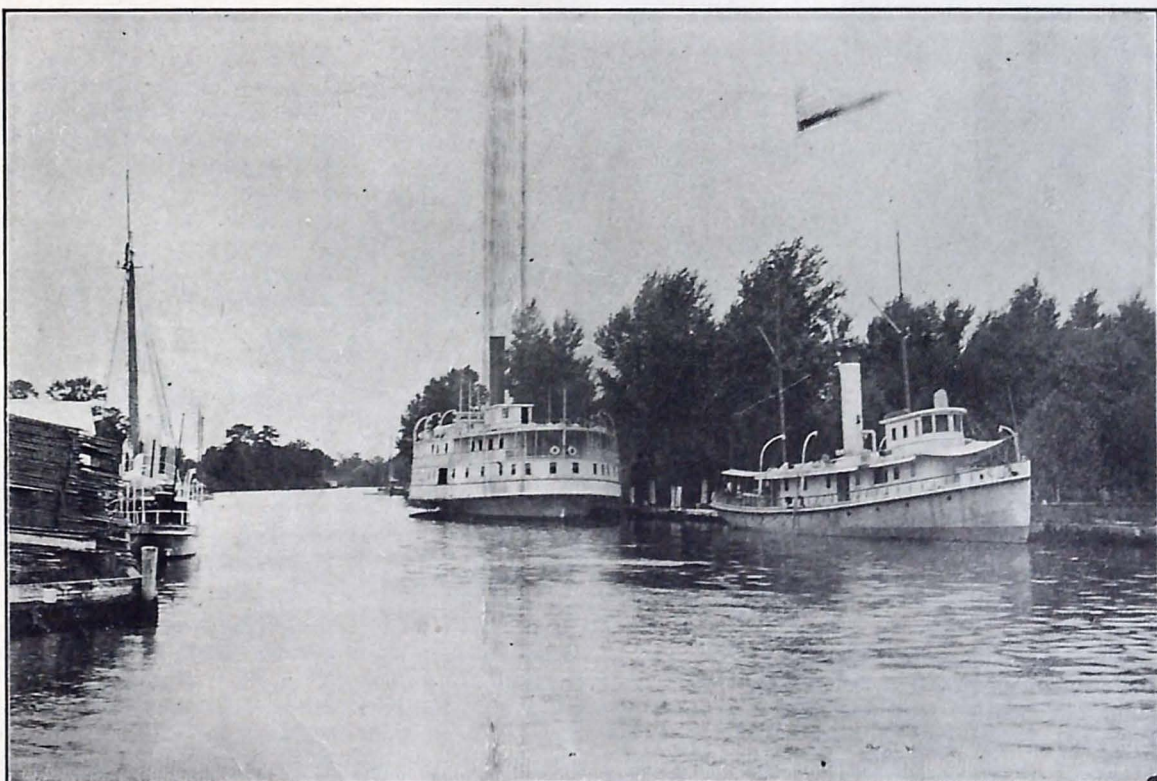
Allen .....	9 miles
Baltimore .....	100 "
Bloomfield .....	44 "

Bethlehem .....	34 "
Berlin .....	23 "
Cape Charles .....	89 "
Claibourn .....	57 "
Delmar .....	7 "
Easton .....	42 "
Ellwood .....	29 "
Fruitland .....	4 "
Hebron .....	4 "
Hurlock .....	24 "
Kirkham .....	46 "
Linchester .....	30 "
Mardela Springs .....	11 "
McDaniel .....	55 "
Mason and Dixon line.....	7 "
Norfolk .....	125 "
New York .....	221 "
Ocean City .....	30 "
Preston .....	31 "
Parsonsbury .....	7 "
Philadelphia .....	131 "
Pittsville .....	12 "
Princess Anne .....	15 "
Riverside .....	50 "
Rock-a-Walkin .....	4 "
Rhodesdale .....	21 "
Reid's Grove.....	18 "
Royal Oak .....	48 "
St. Michaels .....	52 "
St. Martins .....	20 "
Tony Tank .....	3 "
Vienna .....	15 "
Washington, D. C.....	140 "
Walston's .....	5 "
Willards .....	14 "
Whaleyville .....	17 "
Wilmington (Del.) .....	103 "

#### THE SALISBURY ADVERTISER.

This is one of the three weekly papers published in Salisbury. It has a large circulation, and is regarded as a good, clean sheet "with malice toward none and charity toward all." It was founded in 1867 and has had many proprietors. The present publishers are White & White, both of whom are young and progressive men, who are interested in many of the local enterprises.

"I put my arm around her waist,  
The color left her cheek;  
But on the shoulder of my coat  
It stayed about a week."



WICOMICO RIVER BOATS.

#### Some of the Large Items of the Levy.

Here are some of the large items of the present levy, which will give the public some idea of the county expenses:	
Alms House.....	\$ 1,432.80
Attorneys .....	1,880.00
Bonds and interest.....	2,560.00
Bridges .....	6,443.00
Clerk's office.....	2,234.00
City Council, Salisbury..	1,000.00
Court expenses.....	2,518.23
Elections .....	3,378.36
County Commissioners...	1,395.80
Ferries .....	1,472.97
Hospitals .....	3,401.59



## THE WICOMICO NEWS.

**T**HIS paper was established in October, 1886, by the late Lankford. It was purchased by its present owners, Messrs. Harry L. and M. V. Brewington, in October, 1888. At that time it was a small, six-column folio. Very soon after its change in ownership the Messrs. Brewington enlarged the paper to an eight-column folio, but the gradual increase in business forced another enlargement, in 1896, to an eight-page,

Company. The stock and cutting rooms, together with the bindery, are in the basement fronting Division street. The main workroom and pressroom occupies the entire side of Division street, and the business offices are on Main street. The pressroom runs five presses, with all up-to-date appliances, and the concern has built up a reputation for fine job and book printing second to none in Maryland.

In 1904 the job printing business and The Wicomico News plant were

of the Peninsula General Hospital, director of the Home for the Aged, director of the Baltimore, Chesapeake and Atlantic Railroad, the United Haiti Corporation, the Easton Light and Fuel Company and the Seaboard

steamboat lines on the Wicomico River, and now that they own the New York, Philadelphia and Norfolk it looks reasonable that Salisbury would be made the terminal. The car and repair shops could be here for all

years, 57; 10 to 15 years, 59; 15 years and over, 400. Total, 619. Grand total, 1,262. Total population, 5,655.

**As Compared with Census of 1890 and 1900.**

Census of 1890, 2,905; census of 1900, 4,277; increase of 1,372 in 10 years. Census of 1907, 5,655; increase of 1,378 in 7 years.

There are 869 families representing the white population of 4,393. Of this number 241 families are owners of their own home. There are 239 families representing the colored population of 1,262. Of this number 97 families are owners of their own home. Residential—Careful work in compiling this census report shows the following interesting table. Persons having being residents of Salisbury for: White, 5 years or less, 1,174; 25 years, 664; 50 years, 146; 75 years, 21. Colored, 5 years or less, 421; 25 years, 249; 50 years, 45; 75 years, 10. Total, 5 years or less, 1,595; 25 years, 913; 50 years, 191; 75 years, 31.

The present population is now more than 6,000 and is rapidly increasing.

Little Old Salisbury sports 30 automobiles.

As the bottles strew the ocean,  
Stretching out from clime to clime,  
We may say they are quite truly  
Footprints on the sea of time.



HARRY L. BREWINGTON.

six-column quarto. The strict business judgment of the owners grasped the opportunities for up-to-date journalism in Salisbury, and the paper soon assumed an aggressive policy. Always alert to the interests of Salisbury, the paper has grown in influence and patronage, until it is today one of the leading journals of Maryland. Its present size is ten and twelve pages weekly, and its advertising patronage is large and influential. The Wicomico News is regarded politically as one of the leading Democratic papers of the State, and commands an influence in the councils of

consolidated under a corporation known as the Brewington Bros. Company. The officers are: M. V. Brewington, president; H. L. Brewington, treasurer; Walter J. Brewington, secretary. Mr. H. L. Brewington has charge of the editing of the News, while Messrs. M. V. and Walter J. Brewington look after the book and job departments. The capital stock of the company is \$25,000, controlled entirely by the Messrs. Brewington and their families. The News has been associated with all the important movements for the betterment of the city. The proprietors were born in



SENATOR MARION V. BREWINGTON.

the party. One of its editors, Hon. M. V. Brewington, represented his county in the Senate of Maryland from 1900 to 1908, and the other editor, Mr. Harry L. Brewington, is a member of the School Board for Wicomico county, just entering upon his second term. In 1899 the present handsome office building, situated on the most prominent corner of Salisbury, Main and Division streets, was erected by the Messrs. Brewington, and the News occupies the entire basement and first floor, with the exception of one section occupied by the Salisbury Light, Heat and Power

Salisbury, where their families have lived for the past hundred years, and are personally identified with the leading financial and commercial interests of the city. Besides being a member of the School Board, Mr. H. L. Brewington is a director of the Salisbury Building, Loan and Banking Association and a stockholder in several other large financial institutions of the city. Senator Brewington is a director of the Farmers and Merchants' Bank, vice-president and director of the Salisbury Light, Heat and Power Company, president of the Salisbury Water Company, secretary

Portland Cement Company of New York. The Wicomico News is always alert to keep before the public the many advantages of Salisbury. It is for that reason, more than any other, that this industrial and magazine edition of the News has been issued.

four divisions—the Delaware Division, the N. Y., P. & N., the B., C. & A. and the steamer lines—thus making a considerable saving in expenses. There is ample land both in North and South Salisbury to accommodate the yards for the railroad lines, and plenty of



HOME OF SENATOR BREWINGTON.



THE NEWS BUILDING, FINEST AND MOST COMPLETE NEWSPAPER PLANT SOUTH OF PHILADELPHIA AND WEST OF BALTIMORE.

Shortly after the rebuilding of the city after the great fire of 1886 it was mainly through the effort of the News that one hundred thousand little booklets showing the advantages of the city were prepared and distributed all over the United States. From this effort to place Salisbury before the people in its right light much good was accomplished.

**SALISBURY MAY BE THE TERMINAL.**

The Pennsylvania Railroad has acquired the stock of the New York, Philadelphia and Norfolk Railroad Company. The sale of this stock may mean a big thing for Salisbury. For several years past there have been rumors that when the Pennsylvania made this purchase the junction point here would be turned into a terminal. That the trains on the Delaware Division, instead of stopping at Delmar, would be run through to Salisbury, which is the natural terminal point for the two roads. The Pennsylvania owns and operates the Baltimore, Chesapeake and Atlantic Railway, the

enterprise here to erect the necessary houses for the employees of the company to live in. Salisbury would welcome the change and give every facility to the Pennsylvania Railroad Company for the operation of its business here. If Salisbury is made the terminal of the two roads we would have much better train facilities, as we would get our mail here by 10 o'clock in the morning and have two or three extra express trains North and South. This arrangement would also give us a union station here in keeping with the business of the community.

## POPULATION.

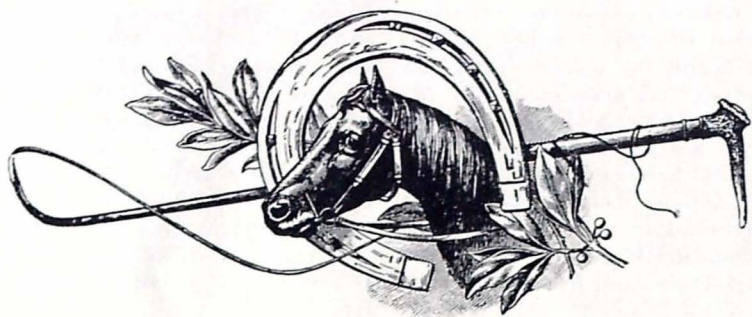
According to the city directory of April, 1907, the population within the city limits is as follows: White—Male, under 5 years, 275; 5 to 10 years, 189; 10 to 15 years, 195; 15 years and over, 1,430. Total, 2,089. Female—Under 5 years, 259; 5 to 10 years, 220; 10 to 15 years, 216; 15 years and over, 1,609. Total, 2,304. Grand total, 4,393. Colored—Male, Under 5 years, 141; 5 to 10 years, 61; 10 to 15 years, 70; 15 years and over, 371. Total, 643. Female—Under 5 years, 103; 5 to 10

## WHY COME TO WICOMICO?

Because we have the productive land. Because we are on the trunk line to Philadelphia, New York and Boston. Because we have daily communication with Baltimore by rail and boat. Because we have natural beds that are said to produce the best oysters in the United States. Because this is pre-eminently the healthy section of the Eastern Shore. Because the taxes are very low. Because we have good schools and many churches. Because the people are hospitable and neighborly. Because land is cheap and there is more of it than our people can cultivate. Because general farming pays well on the Eastern Shore. Because stock raising is on the boom. Because you can till the soil three hundred and twenty days in the year. Because Salisbury, the county seat, is the finest city in the world for its size. Because this is the modern Garden of Eden.

Grand Union Depot, Salisbury, will soon be a reality.





## W. F. PRESGRAVE.

### TONY TANK RACING STABLES.

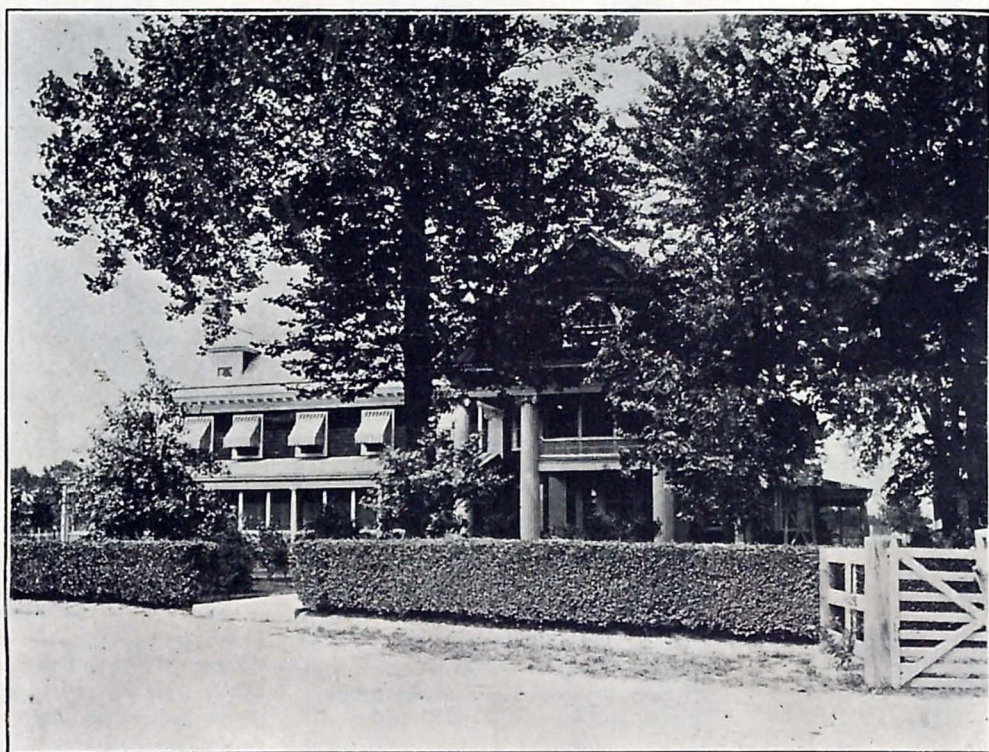
There are a great many reasons that might be advanced why the country around Salisbury should become one of the best for wintering blooded stock in the country, and the matter has from time to time been discussed by public spirited men who have the best interests of the community at heart. A number of blooded stallions have been imported and the strain has been much improved through their efforts, but it remained for Mr. W. F. Presgrave, the owner of a beautiful home and farm at Tony Tank, to give the cause a real impetus.

Mr. Presgrave is a horse lover and is the owner of some of the finest

good many years there has been no mercantile business carried on at Tony Tank, the people trading in Salisbury. The creek is no longer navigable for big boats and the once busy scenes about the abandoned wharves are things of the past. The age has changed, but who knows but what the enterprise shown by Mr. Presgrave will be followed by others, and the place become famous the world over as a blooded horse center and breeding place, for surely no better location could be found. Mr. Presgrave has certainly led the way in magnificent style.

Takes time to make a clock.  
Comes over a fellow—the bald spot.  
The photographer takes you at your word.

No other life is like thy life,  
No homes so homelike, hearts so rare,  
No strife so half forgetting strife,  
No care so unremembering care;  
No sweethearts like thy sweethearts true,  
Like roses in old gardens set,



THE EXQUISITE HOME OF W. F. PRESGRAVE, TONY TANK.

blooded racing stock to be found in the United States. He bought the estate at Tony Tank a few years ago from William T. Banks, and almost completely remodeled the historic old home, and it is now one of the handsomest among the many handsome residences of the Eastern Shore. He made many improvements in the old colonial house, which was built over a century ago, beautified the grounds by splendid lawns and fine gravelled walks, planting beds of flowers, which grew luxuriantly in this soil, and transformed the place into a modern home, at the same time preserving all its old colonial beauty. He had all along seen the suitability of the place for the location of his racing stables, and erected a building 300 feet in length, provided with every convenience for his famous string of running horses, which he had formerly wintered at Cape Charles. Mr. Presgrave is delighted with his choice of a home and is enthusiastic over the country as a location for stables and racing farms.

Tony Tank is one of the historic spots of Wicomico county; in point of fact it is the most historic spot. It is one of the oldest grants, and passed through a number of hands from the time of Peter Dashiell, the original owner, until it was purchased by Mr. Presgrave. For many years it was the most important shipping point on the Wicomico River and had a large trade in sugar, rum and molasses with the West Indies. Below the dam is still visible a huge pile of stone—hundreds of tons—which had been carried by these vessels as ballast. Tradition has it that once Captain Kidd, the famous pirate, sailed up Tony Tank Creek and buried some of his treasure. Tales of this bold buccaneer are still handed down from generation to generation of families living in the neighborhood, but no one has ever heard of any of the treasure being found. For a

### DEAR MARYLAND SKIES.

No other skies are like thy skies,  
No other blue is like their blue;  
No other light so softly lies  
As on thy vales of dream and dew;  
No other April comes so sweet  
Along the hills of faint perfume,  
As thine, when on her purple feet  
She walks as velvet as a bloom:

Dear Maryland skies, dear hills  
Of gold,  
Dear valleys of the days of old;  
Dear dale and dingle, field and stream

Beneath dear Maryland's skies  
Of dream!

No other dawns are like thy dawn,  
No other light so softly flows,  
With all its dewy splendor on,  
To kiss the lips that kiss the rose;  
No other stars are like thy stars,  
No other moon so soft and still,  
As thine, that paints with silvery bars  
The quiet shadows of the hill;

Dear Maryland skies, that bend  
and burn

Upon us where our footsteps  
turn;

Whose spell we feel, whose  
charm we know

In dawn's sweet hour or star-  
light's glow!

No other streams are like thy streams,  
No bay so blue as thy blue bay,  
That rolls along its shore of dream  
To bear our ships of song away;  
No other hills like thine that lift  
Their noble beauty far and high;  
No shadows sweet as those that drift  
Between them and the rainbow sky:

Dear Maryland hills, and skies,  
and streams,

Pellucid waves and wandering  
gleams

Of eerie twilight, dawnlight  
spell

On many a mountain side and  
dell!

Mid old memorial herbs of rue  
And lavender and mignonette:

Dear Maryland skies, dear  
shapes that glance

In courtly revel, stately dance;

Dear heroes, fearless of all fear,  
Grave squire, blithe knight, and  
cavalier!

No other skies like thine, that lean  
As soft as murals done in foam  
Of opal wind and azure sheen  
No blue so blue as thy blue dome;  
No dawn so bright, no stars so sweet,  
No moon so silvery and so fair,  
No music for love's shadowy feet  
To dance to on the bloomy air:

Dear Maryland skies, that lure  
and hold

Our hearts as hearts are lured  
by gold;



THE CLYDE CLUB—TONY TANK.

Sweet templed skies, that bind  
our will  
A pilgrim to thy beauty still!  
—Bentztown Bard.

### TONY TANK.

The little hamlet between Salisbury and Fruitland is one of the most historic places in Wicomico county, and probably one of the oldest grants in this section. It was once the chief business section between Salisbury and Princess Anne. When old Peter Dashiell was the owner of most of the place many, many years ago it was the largest shipping point on the river and many vessels plied regularly between there and Northern ports. The greater part of the lumber and grain trade of the upper part of Somerset county was transacted at Tony Tank. The extension of the

on the east side, is William's Point, which was once the residence and property of General Winder, who commanded the American forces at the battle of Bladensburg. On the west side is "Glasco Green," once the residence of Hon. John Parsons, who at one time owned all the land, including "Handy Hall" and "Pemberton," for four miles below clear up to Salisbury.

### MAYORS AND PRESENT CITY OFFICIALS.

The charter creating a Mayor and five Councilmen was passed by the Legislature in 1888. The Mayors of the city since that time have been A. G. Toadvine, Thomas Humphreys, Randolph Humphreys, J. T. Parsons, C. R. Disharoon and Charles Edward Harper, the present in-



Eastern Shore Railroad to Fruitland was the first blow at the prosperity of Tony Tank, as the facilities offered for shipping grain and lumber on cars carried the trade away from the latter place, and when the Wicomico river was dredged to Salisbury, allowing the passage of vessels to this city, almost the entire trade left Tony Tank and came to Salisbury. Mr. S. Frank Toadvine, a big bug of his day, put in the falls at Tony Tank, which were washed away several years ago. The original name of the place was "Tundo-Tunk." Located here at the present time is the beautiful mansion of Major Presgrave, and just above it the splendid residence of Mr. Clyde, the big steamship owner. Further up,

cumbent, who has held office since May, 1904. The other city officials at the present time are: City Solicitor, L. Atwood Bennett; Police Justice, W. A. Trader; Chief of Police, W. C. Disharoon; Assistant Chief, J. W. Kennerly; Night Policeman, James Crouch; Street Supervisor, G. E. Serman; Chief Fire Department, G. E. Serman.

The Peninsula Horticultural Society favors the enactment of a law by Congress to provide for the Federal inspection of fruits and proper certification of the same, as recommended by the committee of the American Pomological Society.



YE OLD MILL—TONY TANK.



## REPRESENTATIVE MEN AND LEADING ENTERPRISES OF SALISBURY.

HON. JESSE D. PRICE.

SENATOR FROM WICOMICO.

Among the distinguished men of this section of Maryland none stand higher for personal integrity, sound common sense, and untiring progressiveness than our popular fellow townsman, the Hon. Jesse D. Price, a gentleman whose name is inseparably connected with the modern history of Salisbury, and in fact, all this section

taken a deep interest in politics, as every good American citizen should, but for several years he was content to fight in the ranks of his party, and it was only upon the most earnest solicitation of his friends that he allowed himself to be nominated for the City Council, to which he was elected and served for six years, and during which time many of the measures which have made Salisbury the splendid city that she is today were introduced by him. His excellent record



SENATOR JESSE D. PRICE.

of the State. He has led a busy and useful life, and is held in the highest respect by all the best element of the community in which he makes his home. The reason for this is not far to seek, and illustrates better than any other example that a man, square and true, imbued with the determination to succeed, and who knows no such word as fail, can accomplish in a country like ours. Senator Price was born August 15, 1863, at White Haven, Wicomico (then Somerset) county and at a farm home, on the banks of the Wicomico, his boyhood days were spent. He came to Salisbury at an early age, and after leaving the high school clerked in a store. In 1887, by hard work, strict attention

so pleased his constituents and the people in general that in 1903 he was elected by a handsome majority to the office of County Treasurer. So well did he fulfill the duties of this important position of trust that he was unanimously renominated for the same office in 1907, at which time ex-Governor Jackson was nominated for the State Senate; that gentleman's health failing he resigned from the ticket, and Mr. Price was nominated in his stead. While a Legislator he served with credit and distinction, and was a member of many important committees, and every sound measure that he regarded for the welfare of the people of his district and the State in general received his hearty support.



HOME OF SENATOR JESSE D. PRICE, NORTH DIVISION STREET.

to business, and economy he established himself in the shoe business. In 1900 he inaugurated the Crystal Ice Co., which was the nucleus of the present great ice concern of which he is at the head today, and still later he founded the Salisbury Lime and Coal Company. Senator Price has always

Senator Price's vote was always cast in accordance with the dictates of his conscience and whatever he regarded as the right, irrespective of the opinion of others, conditions or consequences received his emphatic YEA or NAY, and there was never any suggestion of hypocrisy or double

dealing. The people of Salisbury know Senator Price, and regardless of political affiliations will admit that no man is better equipped than he to see to it that the needs of our people are well looked after in the capital city. In the world of commerce and finance Senator Price is both popular and prominent. He was a prime mover in the organization of the Board of Trade and the Wicomico Building & Loan Association. He is the manager of the Salisbury Ice Manufacturing Co; vice-president of the People's National Bank; president of the E. H. White Shoe Company; vice-president of the Laurel-Seaford Electric Light Company, and owner of the Salisbury Ice Cream Company. Senator Price is a Democrat of the Democrats, and could not be anything else, no matter how hard he might try. In fraternal circles he is also quite prominent, being a member of the Red Men, Knights of Pythias, Royal Arcanum, Heptasophs and Maccabees. He is also a member of the Methodist Episcopal Church South, in the affairs of which he takes great interest. Senator Price is the owner of an exquisite home, on Division street, imbedded in rose bushes and other vines, thus again giving another insight to the character of the man.

JAMES T. TRUITT.

CHIEF DEPUTY CLERK CIRCUIT COURT.

There is no position in the gift of the people that requires more special knowledge of law than that of clerk of the court, and the man who fills it acceptably must be one of more than average ability. He has to meet all kinds of people, from the most intelligent to the most ignorant, and be able to answer at a moment's notice all sorts of questions.

Such a man is Mr. James T. Truitt, the chief deputy clerk of the Circuit Court of Wicomico County. Mr. Truitt has made, it might be said, a life study of the rules of court, and there is no question that may arise as to their interpretation that he cannot decide at a moment's notice.

He was born in Salisbury in June, 1849, and has lived here all his life. For 15 years he conducted the largest druggist business in the city, but was burned out in the great fire of 1886. He was appointed deputy clerk of internal revenue during the first administration of President Cleveland, and served for three years. In 1891 he was elected clerk of the Circuit Court, and after serving the term of six years was re-elected in 1897. Mr. Truitt does not believe in holding an office too long, so he yielded to his chief deputy, Mr. Ernest Toadvine, the present clerk, so they simply reversed positions. Mr. Truitt takes great interest in the municipal affairs of Salisbury, with whose development he has been prominently identified for so many years, and it is a matter of pride that he has seen his native city grow into the thrifty metropolis of the Eastern Shore. The various positions with which he has been honored have been filled with conspicuous ability, and he occupies a prominent place among the men of mark of the Peninsula.

ERNEST A. TOADVINE.

CLERK OF THE CIRCUIT COURT.

Good court clerks are born, not made, and when one has been discovered he should not be lost sight of, for a competent successor is mighty hard to find. Accuracy, courtesy, a knowledge of law and the rules of court, an acquaintance with decisions and a dozen other things of just as much importance are a few of the requisites required of the thoroughly equipped court clerk. That these were met by Mr. Ernest A. Toadvine, the present clerk of the Circuit Court, is evidenced by the warm regard in which he is held by those having business daily with the court, members of the bench and bar and the public generally. Mr. Toadvine may be said to have been born in the office, for his whole life has been one of devotion to it. He was born in Salisbury August 13, 1860, and after attending the public schools and graduating from the High School he became the assistant of his father, Stephen P. Toadvine, who held the position now occupied by his son. Mr. Toadvine, the

father, who was one of the oldest and best-loved citizens of Salisbury, was in bad health for several years, and the duties of the office practically fell upon the broad shoulders of his son. He rose nobly to the opportunity, and in 1880 he became the chief deputy clerk, though still a young man. He continued in this position under the administrations of Dr. Slemmons and Mr. Truitt, and in 1903, as a re-

Shore. This important matter was entrusted to a corporation, the Salisbury Water Company, which has offices at 107 Main street, and it has carried out the contract made with the city to the letter. Salisbury has now a water supply that is not surpassed by any city of its size in the country, and is equalled by but few. The supply is drawn from a series of 16 driven wells, varying in depth from



RESIDENCE OF ERNEST TOADVINE, PARK STREET.

ward for the good work he had done, he was elected clerk of the Circuit Court. Mr. Toadvine is married, his wife being formerly Miss Adah Bell, of Missouri, and has one of the handsomest homes in the city, at Park and Williams streets. He is full of public spirit and is a member of the Red Men, Knights of Pythias and Elks, taking a deep interest in all of these organizations.

WM. M. COOPER & BRO.,

GENERAL BROKERS AND MANUFACTURERS' AGENTS.

There is a wide and important field in this section for the general and insurance brokers, and one of these successful firms engaged in it is that of Wm. M. Cooper & Bro., whose offices are situated on Division street, near Main. They are general brokers, commission, insurance and manufacturers' agents, and by strict attention to business, a consistent policy of fair dealing with all and progressive methods are building up a substantial business. The insurance department of the firm was started about three years ago. The firm represents only first-class companies of acknowledged stability, and are prepared to furnish insurance of the most satisfactory character.

SALISBURY WATER COMPANY.

Without a plentiful supply of pure water any city that wishes to advance its growth and progress has a severe handicap, but it may be said of Salisbury that such is not the case. There are many things upon which this town may pride itself, and the supply of water is by no means the least on the list. In taking away from its citizens the right to purchase spirituous liquors legally the people of the town supplies in its stead the purest water that could be found on the Eastern

16 to over 100 feet, in the vicinity of Fulton Station. The most improved pumps are employed to force the water through the pipes, and there is never any deficiency in the city supply. The active manager of the Salisbury Water Company is Mr. F. H. Hynson, who is the superintendent and attends to every detail of the management, being a practical man with large experience. Mr. M. V. Brewington is the president, and Mr. Louis Delmas secretary and treasurer.

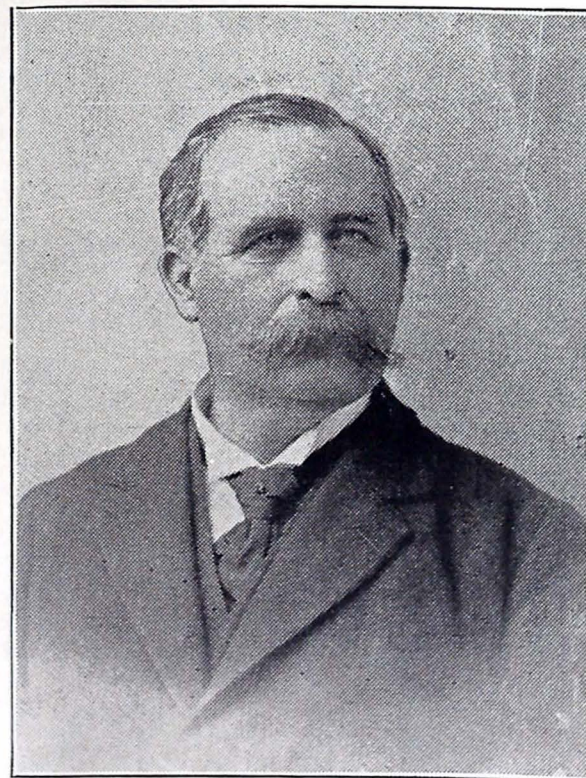
RAILROADS.

The New York, Philadelphia and Norfolk Railroad traverses the county from north to south, and gives Salisbury easy communication with all the principal northern cities as Philadelphia, New York, Norfolk and the South. This railroad runs two express freight trains daily from this point during the peach and berry season. The Baltimore, Chesapeake and Atlantic runs through Wicomico county from east to west, which puts this section in touch with Baltimore, Washington, Pittsburg and the West. The railroad system practically covers every part of the county, which gives Salisbury and the rural districts good traveling and shipping facilities.

LOVED HIS GLASS.

There was a man who loved his glass,  
And he had loved it long, sir;  
But ah, alas it came to pass  
His sweet one deemed it wrong, sir.  
And so he swore, to please the lass,  
To keep his lips for song, sir—  
And so he swore, to please the lass,  
To keep his lips for song.

Better a good enemy than a bad friend.  
Uneasy is the tooth that wears a misfit crown.

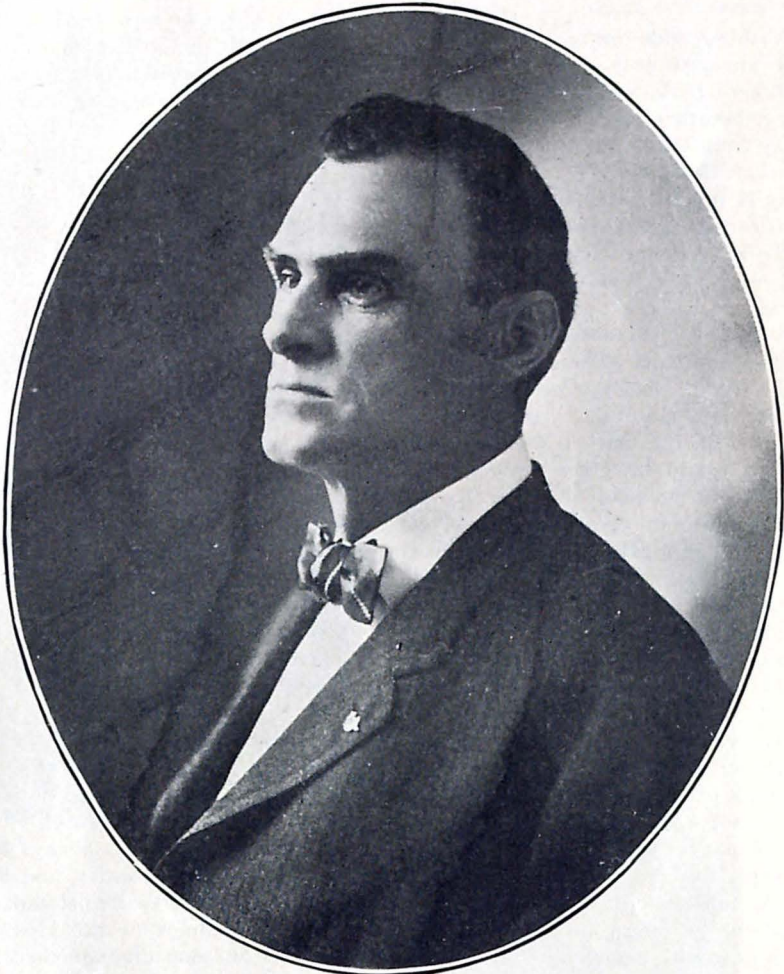


JUDGE CHARLES F. HOLLAND.



HON. CHARLES E. HARPER,  
MAYOR OF SALISBURY.

A review of historical and industrial Salisbury would indeed be incomplete without a sketch of Hon. Charles E. Harper, thrice mayor of Salisbury. He was first elected in 1904, again in 1906, and yet again in 1908, each time without opposition, and our people have found him to be a man eminently fitted for the honor they have conferred upon him. Under his official



HON. CHARLES E. HARPER, MAYOR OF SALISBURY.

rule the laws have been properly enforced, the various departments have been held strictly to account, and many and vast improvements carried through that have made Salisbury a city beautiful. Mr. Harper was first induced to accept the position by conditions that prevailed in the town at that time. The streets were unpaved, there was not an adequate water supply, while the city was not properly lighted. Immediately upon his assuming office he put his shoulder to the wheel with the result that all these defects have been properly remedied, together with many other vast improvements, and Salisbury can now boast of splendidly paved and lighted streets and homes and a pure water supply sufficient for a city many times larger than ours. He also may be regarded as the father of the gas light system here, for it was he who worked hard for years among the people to get this firmly in operation. He is also to a very great extent responsible for the splendid new bitulithic pavements now being laid in many of the principal streets. At the recent session of the Legislature a new charter was granted the city under which the city authorities are given full scope in the governing and improvement of the city, and it was owing to the increased advantages thus obtained to complete the great improvements in contemplation that Mr. Harper was induced to accept a third term. The charter was granted largely through efforts of our Mayor, its main points indeed having been drafted by him, and our citizens kindly call it "Harper's Charter." Under his regime the revenues of Salisbury have increased more than 100 per cent., and this great increase is properly collected and expended, under the new clerk and treasury system at the city hall, and the town is reaping great benefits thereby. In all the work accomplished Mr. Harper has had the hearty co-operation of the city council, which is composed of men imbued with the proper progressive spirit which will always maintain for Salisbury the high standard she has set. Mayor Harper, who is the senior member of the jewelry firm of Harper & Taylor, whose handsome store is located at the corner of Main and St. Peter streets, was born in Dorchester county, and learned the jeweler's trade in Philadelphia. He embarked in business in Salisbury in 1886, and his store was destroyed by the great fire

of that year. After being located in small rooms in various places the firm of Harper & Taylor was organized and moved into their present quarters about nine years ago. At this splendid jewelry establishment may be found all there is in the very best in the way of jewelry, cut glass ware, watches, diamonds, and other precious stones. A specialty of the house is fine repair work and in this line they are the peers in this section of Maryland. Mr. Harper takes an active interest in the social and fra-

ternal life of the city. He is an Elk, and a thirty-second degree Mason, and is a past officer of all the Masonic bodies, except the Scottish Rite. He was prominently identified with the building of the handsome Masonic Temple, and is at present one of the trustees and also is Past Captain of the Guard of the Grand Commandery of the State of Maryland. He was one of the organizers and is now a member of the Board of Directors of the United Craftsmen. He is keenly alert to the interests of the city, and is ever ready and willing to promote her future welfare, in which he has an abiding faith.

INCREASE IN TEACHERS' SALARIES.

Ninety-seven teachers in this county will share in the increased salary for the school year 1908-09. The increase over the school year 1907-08 foots up \$5,100, and with three extra teachers provided for at an estimated cost of \$1,000 makes the total increase in teachers' salaries \$6,190. Sharing in the increase are 16 teachers raised from \$225 to \$300; 1 raised from \$260 to \$300; 16 remain at \$300; 9 raised from \$300 to \$350; 9 raised from \$300

to \$400; 1 raised from \$300 to \$450; 9 raised from \$310 to \$350; 4 raised from \$310 to \$400; 7 raised from \$310 to \$450; 3 raised from \$335 to \$400; 3 raised from \$400 to \$450; 2 raised from \$420 to \$450; 1 raised from \$560 to \$630; 1 raised from \$585 to \$720; 2

raised from \$600 to \$630; 1 raised from \$630 to \$720; 1 raised from \$970 to \$1,100.

OCEAN CITY.

This is one of the leading summer resorts on the Atlantic coast and is popularly known as the "Atlantic City of the South." It is located 31 miles from Salisbury and is one of the finest bathing and fishing resorts of the country. It has numerous great seaside hotels and summer cottages, and is a mecca of summer excursionists and seaside sojourners. The surf bathing here is the best and safest on the coast and tens of thousands annually enjoy this and the delightful breezes. The waters of the Gulf stream sweep this beach, thus giving the resort a temperature not enjoyed by beaches farther north.

WICOMICO RIVER STEAMERS.

Steamers leave Baltimore on Saturday, returning Tuesday, and on Tuesday, returning on Thursday, and on Thursday, returning on Saturday. The steamer touches at Deals Island, one of the greatest soft-crab shipping points in the State, then up the Wicomico River to Salisbury, the largest city on the Eastern Shore. On the Saturday trip the steamer arrives Sunday morning at Salisbury and remains there until Monday afternoon. The cost of the Saturday trip would be \$8, including everything, and the other two trips \$6, including everything.

He that is embarked with the devil must sail with him.

LODGES.

Masonic Orders:

Wicomico Lodge, No. 91, A. F. & A. M.  
Chesapeake R. A., Chapt. No. 17.  
Giblem Council, No. 12.  
Thos. J. Shryock Com., No. 11, K. T.  
Salisbury Lodge, No. 56, K. of P.  
B. P. O. E.  
Modoc Tribe, No. 104, I. O. R. M.  
Modern Woodmen of America.



Newton Lodge, No. 56, I. O. O. F.  
Solon Conclave, No. 23, I. O. H.  
Diamond Council, No. 632, R. A.  
Temple Lodge, No. 25, A. O. U. W.  
Senior Order American Mechanics.  
Maccabees  
Daughters of Liberty.

ing landscapes are everywhere, the useful is blended with the beautiful, the rushing waters with the green pastures, exquisite farms and peaceful homes—all are here. To these attractions are added the presence of a refined and hospitable population, liv-



RESIDENCE OF R. D. GRIER.

RIVERVIEW.

THE BEAUTIFUL SUBURBAN RESIDENTIAL DISTRICT.

Could you but view the scenery fair  
That now beneath my window lies  
You'd think that Nature lavished there  
Her purest wave, her softest sky.

This elegant suburban district is surely a good place to live in. Charm-

looking the placid Wicomico, from which a grand panorama of the surrounding country may be had. River-view consists of one hundred acres of the finest land on the Peninsula. On the river are two substantial and modern wharves where the water is deep enough to admit many of the steamers that traverse the waters of the Wicomico River. On the banks above this crystal stream will shortly be constructed an excellent macadamized road, which, with the chain of other roads will make one of the finest automobile routes in the country, and runs in a complete circle, we may say, from Salisbury to Shad Point, Moore's Corner and back. The property is located near a fine pine forest on the road leading to Major Presgrave's Mansion, in a neighborhood that is rapidly growing, and is regarded by authorities in real estate matters to be one of the very best investments in this section of Maryland. This is an ideal location in which to erect a cottage or summer hotel. For full particulars apply to the Rev. A. H. Holloway, Salisbury, Maryland.

INDIAN NAMES.

CHESAPEAKE--Heckewelder says it is corrupted from Tschisch-wapeki, which is composed of kitshi, "highly salted," and peek, "a body of standing water, a pond, a bay." Others give chee, "great," and sepi, "waters." W. W. Tooker says that the early form was Chesopiooc,



SURF BATHING AT OCEAN CITY.

July 4, 1828—Baltimore and Ohio Railroad laid.

September 13, 1814—Bombardment of Fort Mchenry.

July 3, 1776—Maryland declares her independence.

ing amidst all the conveniences which a progressive age has given them, far enough away from town to avoid the city's din. Riverview is located just outside of Salisbury, the most progressive town of its size in the world. It is situated on high ground over-

from k'che-sepi-ack, "country on a great river."

Chicacomico (creek on the Eastern Shore)—An Indian word meaning "the place where the turkeys are plenty."

Potomac—According to different



authorities derived from the Indian word pethamook, "they are coming by water," or from the word potowan-meac, meaning "to make a fire in a place where fires are usually made," still another authority gives its meaning as "the river of swans."

Antietam—The swift current.  
Ching-o-teague—Where pike are caught.

Chop-tank—Where there is a bend or turn off.

Conococheague—Sinuous, like a snake.

Corapechen—"Fierce running stream."

Magothy (river)—A small plain devoid of timber.

Mesongo—"Where we killed deer."

Monocacy—"Stream containing many large bends."

Nan-je-moy—The haunt of raccoons.

Nan-ti-coke—The first or head tribe.

Nas-e-on-go, Nas-sa-wing-o—Where we kill deer; or back water.

Pat-ux-ent—Winding among loose stones.

Po-co-moke—Having shell-fish.

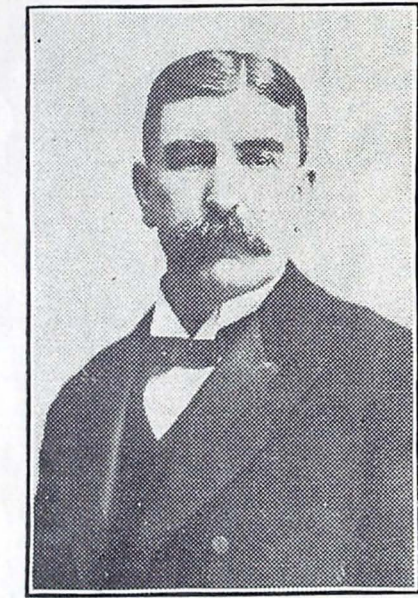
Patapsco—"Backwater," or having white-capped waves; "Blue Patapsco's billowy dash."

Wicomico—From Wicco (house) and Mekee (building), referring to village on the banks.

THOMAS PERRY.

#### TREASURER OF WICOMICO COUNTY.

There is no office within the gift of the people of Wicomico county that approaches in importance that of treasurer. It carries with it a very grave responsibility, much graver than in most counties of the State, for here in Wicomico the treasurer is also the collector of taxes as well as clerk to the County Commissioners, three important offices in one. To be selected to fill this position is the highest mark of trust and confidence that the people can give, and the man who is elected treasurer has a right to be proud of the fact. Every penny of the thousands paid for taxes has to be paid to and paid out by him, and this fact



THOMAS PERRY.

alone will give some idea of the responsibilities that devolve upon the holder.

The present treasurer, Mr. Thomas Perry, is now holding public office for the first time. He was elected last November, and, although only a few months have elapsed, he has proven his fitness for the position and is making an ideal public official. He attends personally to many of the duties generally relegated to a clerk, and has mastered every detail of a position requiring more than usual ability. Mr. Perry is a native of Delaware, having been born in Sussex county in 1854, but his parents moved to Wicomico county when he was a year old, and he has every right to be called a Marylander. They settled on a farm in the western portion of the county, where he was raised and attended the public schools. Graduating at old Washington College in 1876, he taught school for four years in Salisbury and Seaford, Del., and a year at Little Falls, Minn. After his return he served for a time as school examiner, and from 1884 until 1899 he owned and edited with much brilliancy and force the Salisbury Advertiser, placing it among the best-known weekly papers in the State. Upon retiring he went actively into the lum-

ber business, in which he is extensively interested, and it was only after great pressure had been brought to bear that he consented to accept the nomination for the position he now holds.

WILLIAM F. BOUNDS.

#### BRICK AND STONE CONTRACTOR.

Before the law was passed fixing fire limits within which no frame houses could be erected the business of the brick and stone mason did not flourish here, for by far the greater number of



THE CITY HALL AND FIRE HEADQUARTERS—W. F. Bounds Contractor.

houses were of wood. But with the use of brick the trade of the mason became of great importance, and it has remained so, for with the discovery of a fine deposit of brick clay near the city they came into general use for building purposes.

There is no builder who has done more for the growth and development of the city than William F. Bounds, whose residence and office is at 110 East William street, who for the past quarter of a century has been the leading brick and stone mason of this section. Mr. Bounds has, perhaps, during this time done work on 75 per cent. of the houses that have been built in Salisbury, a few samples of which are the Clyde and Presgrave residences, Salisbury Hardware Company, Farmers and Merchants' National Bank, etc. His work has nobly stood the test of time and has given him a reputation of which any man has a right to be proud. Mr. Bounds is a native of Somerset county, having been born in Princess Anne, but he has lived here nearly all his life and is one of our best and most highly respected citizens. For seven years he served in the City Council. Fraternally he is a Red Man, Elk, Knight of Pythias and Heptasoph.

MARION A. HUMPHREYS,

#### POSTMASTER OF SALISBURY.

Too much stress cannot be placed upon having good postal facilities, and the position of Postmaster in a live, growing and progressive city, such as Salisbury, is one of the greatest importance. Rapid, accurate mail



RESIDENCE OF POSTMASTER MARION A. HUMPHREYS.

service is a necessity to the merchants of a city having the great outside trade of this community and unless it has it, its progress is bound to receive a serious check.

Nothing better shows the growth of a city than in the increase of its postal receipts, indicating the correspondence carried on by its people. Judged by this, which is considered an infallible sign, Salisbury has long since outstripped her rival cities on the Eastern Shore. The salaries of the postmasters are graded according to the quantity of business done, and Salisbury now sends out and receives the largest mail of any of them. Un-

whose capable hands its future prosperity and greatness lie. He is identified with many of the enterprises of the city and is looked upon as one of our leading business men. Mr. Humphreys was appointed by President Roosevelt during his first administration, and has been in office for six years. He is an enthusiastic automobilist and is the owner of one of the fastest machines in this section.

#### FOR A CITY PARK.

Nothing adds more to the beauty and attractiveness of a city than a well-kept park, where the people can get a breath of fresh, wholesome air away from the din and seeming confusion of the business section. Salisbury is rapidly reaching that stage in her career when such a breathing place will be necessary, and she should not wait until real estate values increase to a higher figure than they now are, a consummation that must very soon come. There is a well-defined rumor that the beautiful home of the late Gov. E. E. Jackson will soon be on the market and that preference would be given to any offer that might be made by the city for the purpose of creating a park. It would be an ideal location for a great pleasure ground for the people, and but a small sum would be required to transform its magnificent grounds into one of the finest parks in the country. The city is rapidly growing in that direction, and at no distant day this estate will be in the center of the best residence section of the city, in the opinion of many. The purchase of this tract would be an investment by the taxpayers that would never be regretted, for the land is sure to be much enhanced in value, and if the opportunity offers no public-spirited citizen would throw any obstacle in the way of its purchase.

JOHN W. DASHIELL,

#### REGISTER OF WILLS.

Few offices within the gift of the people are of more importance than that of the Register of Wills. Within his keeping are confided all of the wills executed in Wicomico county,



and all the funds belonging to widows and orphans have to pass through his hands. The position is of great importance principally on account of the responsibility that attaches to it and a man of the highest intelligence and business standing is always selected to fill it. The present occupant is Mr. John W. Dashiell, who is one of the largest land owners and farmers of the Trappe District. He resides in Fruitland, where he was born and has lived all his life and was elected to the office in 1903. He is a great raiser of berries and other garden trucks and is perhaps the largest shipper in the county, buying thousands of carriers every year from the people in the neighborhood. He has always taken a great interest in politics and once filled the responsible position of sheriff of Wicomico for the years 1897-99. Mr. Dashiell has made an admirable official, and there is no doubt of his re-election should he be again re-nominated. He is one of our go-ahead and public-spirited citizens of whom we are justly proud.

Don't blame others for taking you at your own face value if you give yourself away.

HON. ROSCOE JONES,

#### MEMBER OF THE HOUSE FROM WICOMICO.

The Hon. Roscoe Jones, our able, efficient and popular member of the House of Delegates, is a thoroughly representative type of the progressive American, and was reared amid influences that produced a character molded along the broadest lines. He is a native of Allen, having been born there May 23, 1877, in the identical house in which he now resides. Having received the greater portion of his education in the public schools of the locality, and having aspirations to the study of law, he entered Baltimore



HON. ROSCOE JONES.

University. By listening to lectures and studying at night and working hard during the day in order to support himself his health gave way and he was compelled to give up his legal studies. He then devoted himself to the outdoor life of a farmer and since then and until the present time he has been engaged in fruit culture in partnership with his father, and at present conducts one of the finest strawberry plant nurseries in the State. From early life Mr. Jones has always taken a great interest in politics, and being elected to the State Legislature last year as a member of the House of Delegates he soon distinguished himself, as all his constituents had prophesied he would. Among the bills he introduced was the famous local-option bill, designed to give the people of Baltimore city the right to vote on the question of whether or no their section should go "wet" or "dry" in the temperance movement. This bill, which was killed only by a very few votes after a most desperate fight with the brewers and liquor men, caused more talk in the State than any bill that has been introduced in years, and there is every reason to believe that Mr. Jones, who is still full of fight and knows no such word as quit, will again be returned to the Legislature to renew his battle for the right. Mr. Jones is a young man with modern ideas, who is ever ready to lend a helping hand for the welfare of the county in which he first saw the light of day and which he loves so well.

T. RODNEY JONES.

#### JUSTICE OF THE PEACE.

There are few offices that require more intelligence, patience and ability than that of Justice of the Peace. The cases that come before him for judgment are not very large, but they are often of great importance to the litigant and they are as of much interest to them as millions would be to the multi-millionaire. Located on North Division street, just across from the Court House, is the office of Justice T. Rodney Jones, who has the largest business in Salisbury, most of the cases being brought before him. Justice Jones has the judicial temperament to a degree possessed by but few men and his decisions have almost invariably been sustained by the higher courts when an appeal has been taken. He has made a profound study of the law and is particularly fitted for the position he occupies. Justice Jones was born in Quantico, this county, in July, 1857. He attended the public schools and early in life embarked in business, being for 20 years the largest general merchant in his native town. He also engaged extensively in packing fruits and vegetables and his brands are known from one end of the country to another. Two years ago he was appointed by Governor Warfield to fill the unexpired term of the late Justice Turpin, and was re-appointed by Governor Crothers. He is a public spirited and progressive man in every sense.

We will soon all take a ride in the Salisbury trolley car.



W. W. LARMORE,  
SHERIFF WICOMICO COUNTY.

Wicomico county is one of the best governed and most peaceable counties in the State. This is not a simple assertion with no foundation, in fact, but it can be proven to anyone interested by making a comparison of the court records with those of any other county. It may be the disposition of the people, or it may be that the Sheriff and his deputies have the



W. W. LARMORE.

policing of the county so well in hand, but the fact remains that its reputation as a peaceable, law-abiding community is second to that of no other wherever it may be located. Sheriff W. W. Larmore, who entered upon his duties in December, 1907, has made one of the best officials this county has ever had, and members of the bar, as well as others, having business with the court are unanimous in this opinion. Writs are served promptly, the court is kept in the best of order and the condition of the jail was never better than it has been during his administration of the office. Sheriff Larmore is a native of Wicomico and resides at Whitehaven, a flourishing little town a dozen miles from Salisbury, where he conducts one of the largest and most complete merchandising establishments to be found in this section. He has always taken a great interest in politics, and is a power to be reckoned with in this part of the State. He is public spirited and progressive and ever ready to do all in his power for the advancement of Wicomico county.

bly make, and they make it. After once deciding to insure, the thing of next importance is selecting the company in which to take out a policy. There are so many of them that this is a most puzzling question. The best thing to do is to leave the selection to good, trustworthy agents who have made insurance a life study and are in a position to advise their friends.

Located in Salisbury is the firm of Insley Brothers, one of the most trustworthy general insurance firms in the country. They have been established here about four years, and during that time have built up a large and flourishing business, which extends throughout this section of the country. The firm is composed of John W. P. Insley, who has charge of the office, No. 710 American Building, Baltimore, and Wade H. Insley, who manages the business here.

The firm represents the Union of Philadelphia, Pa.; Hanover of New York city, N. Y.; German of Wheeling, W. Va.; Svea Fire and Life of Gothenburg, Sweden; Jefferson of Philadelphia, Pa.; Franklin of Philadelphia, Pa.; Southern of Lynchburg, Va.; Western of Pittsburg, Pa., and Michigan Commercial.

It is also district managers for the Union Central Life Insurance Company, the Maryland Casualty Company and the Title Guaranty and Surety Company. Insley Brothers are public-spirited and progressive citizens, who are always ready and willing to lend a helping hand to any cause that is for the welfare of old Salisbury, their home and the little city in which they have cast their fortunes.



CAPT. H. WINTER OWENS.

WORDS OF WASHINGTON.

President Washington's circular letter to the Governors of the States at the close of the Revolutionary War breathed a prayer for "four things which I humbly conceive are essential to the well-being, I may even venture to say, to the existence, of the United States as an independent power.

kins, William M. Day, Samuel A. Graham, A. J. Benjamin, Walter B. Miller, Robert P. Graham and William H. McConkey. Hon. W. H. Jackson was elected president and Thomas H. Williams secretary and treasurer, and

THE COURIER.

RESPONDING to the apparent need for a Republican newspaper, the Peninsula Publishing Company was incorporated in 1899, and the first issue of the Courier made its appearance in twelve-page magazine form April 8 of that year. The incorporators and original stockhold-

present editor and manager of the Courier. While the general policies of the publication have always been strongly Republican, since Mr. Walton assumed control the paper has been largely independent in municipal affairs. The Courier is an outspoken, up-to-date weekly newspaper, filled with the news of the day, and it is the only Republican journal published in

Lancashire, of England, \$3,000,000; Orient, of Hartford, \$2,400,000; Phoenix, of London, \$3,500,000; Delaware, of Philadelphia, \$1,800,000; Atlas, of London, \$2,000,000; Spring Garden, of Philadelphia, \$1,700,000; Norwich Union, of England, \$3,000,000; Dixie, of North Carolina, \$1,665,668. The firm is composed of Mr. J. Cleveland White and Raymond K. Truitt, and its attractive and conveniently located offices are located at 110 Main street. They represent ten of the best companies in the world and are in a position to quote rates on any kind of property. Mr. White was in business alone until about three years ago, when Mr. Truitt entered the firm. The senior member was formerly one of the proprietors of the Advertiser, but sold out some years ago to devote himself to other interests. Mr. Truitt, the junior partner, was for a time with his father, who was clerk of the court, but is now devoting himself entirely to insurance, in which he has shown marked success. He takes great interest in fraternal affairs, and is a Mason, an Elk and a member of the Red Men, Woodmen and United Workmen. Both gentlemen are natives of this city.

THE LANE.

"How far will you go with me, my love,  
To the stile, or the bridge, or the great oak tree?  
The lane is a lonely and fearsome place,  
And there's no one journeying there but me."

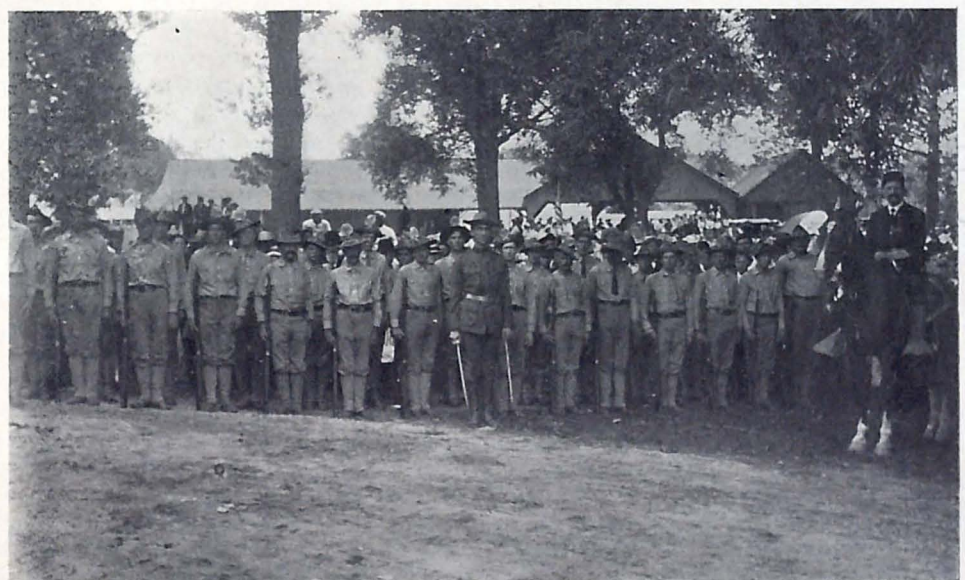
She smiled at the stile with a sweet



ELMER H. WALTON, EDITOR OF THE COURIER.

ers, all prominent Republicans, were: Hon. William H. Jackson, Alan F. Benjamin, Thomas H. Williams, Robert D. Grier, Fred A. Grier, Capt. E. S. S. Turner, of Nanticoke; E. S. Ad-

kins, of the lower counties on the Delaware, Maryland and Virginia Peninsula. In connection with the Courier the Peninsula Publishing Company has a complete job department, and is fully



COMPANY "I," FIRST MARYLAND INFANTRY.

equipped to do all kinds of railroad, book and job printing.

The present stockholders are Hon. William H. Jackson, Elmer H. Walton, Esq., and Messrs. Thomas H. Williams, R. D. Grier, F. A. Grier, E. S. Adkins and Capt. E. S. S. Turner.

WHITE & TRUITT.

INSURANCE BROKERS.

With the lesson of the great fire which devastated Salisbury nearly a quarter of a century ago, when the city was nearly destroyed, yet fresh in their minds, the people of this section of the Eastern Shore are not likely soon to forget the value of insurance. Few of the property owners were insured up to that time, but it was a lesson paid with a bitter price, and since the fire there are but few people in this section who do not carry insurance. In selecting companies in which to take out policies it is always best to consult agents of wide experience who have given the subject the thought which its importance deserves. These men will not represent an unreliable company, and it is foolhardy to take out a policy and then fight for your money in the courts.

The firm of White & Truitt have for eighteen years been in business in Salisbury, and during that time it has by its uniformly square dealing succeeded in enrolling among its patrons some of the most careful and discriminating property holders of this section. The companies represented by them are unquestionably the leaders of the world, and the following is a list of them, with their assets: Springfield Fire and Marine, of Springfield, Mass., \$6,800,000; Westchester, of New York, \$3,700,000; London and

disdain;  
She scoffed at the bridge and the great oak tree;  
And looked me full in the eyes and said,  
"I will go to the end of the lane with thee."

Then I loved her anew, with a strange fierce love,  
As high as the stars and as deep as the sea;  
She would share my heaven and share my hell!  
She would go to the end of the lane with me.



SALISBURY, SHOWING PART OF RESIDENTIAL SECTION. ONE OF THE SCHOOLS CAN BE SEEN IN FOREGROUND.

INSLEY BROTHERS,  
GENERAL INSURANCE.

To every thinking man the fact need not be mentioned that insurance, both fire and life, is a necessity, a duty that he owes to both himself and those dependent upon him. Take the most intelligent and successful men in every walk of life and you will find them insured as heavily as possible. They recognize the fact that it is the very best investment that they can possi-

First, an indissoluble union of the States under one federal head; second, a sacred regard to public justice; third, the adoption of a proper peace establishment, and fourth, the prevalence of that pacific and friendly disposition among the people of the United States which will induce them to forget their local prejudices and policies; to make those mutual concessions which are requisite to the general prosperity, and in some instances to sacrifice their individual advantages to the interest of the community."

these gentlemen have served in the same offices since the company was formed. For over seven years the Courier was under the management of Mr. Alan F. Benjamin, who was editor and manager, and under his management the paper was changed from a magazine to a newspaper of eight pages and many other improvements were made in the equipment of the plant. In June, 1906, the controlling interest in the company was purchased by Mr. Elmer H. Walton,

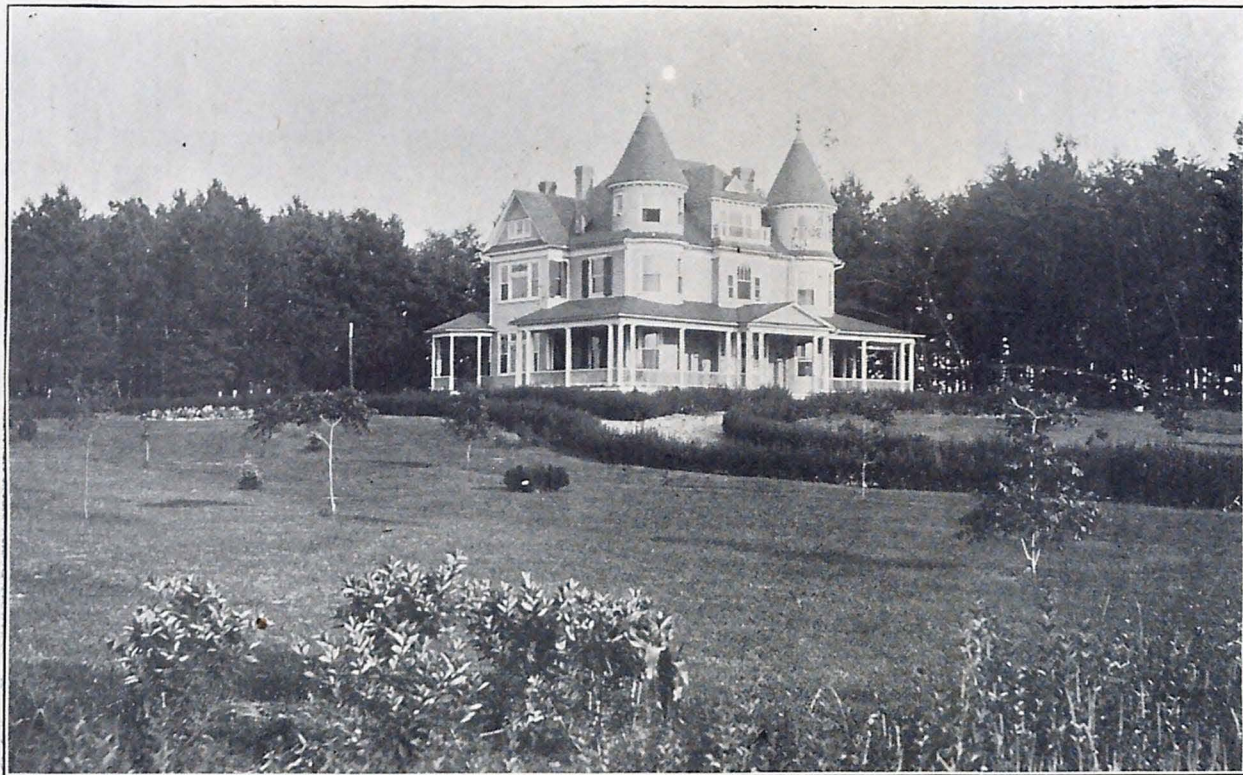
GOV. AUSTIN L. CROTHERS,  
THE FRIEND OF GOOD ROADS.

The area of Wicomico county is 369 square miles.  
Pecan and other nut growing is a large and successful industry on the Peninsula.



## PLANTATIONS OF W. F. ALLEN

ONE OF THE LARGEST FRUIT AND VEGETABLE GROWERS IN AMERICA



HOME OF W. F. ALLEN

Fruit, berry and vegetable growing is undoubtedly the most important industry on the Eastern Shore and has from time immemorial been the largest source of revenue to the people of this section of Maryland, Virginia and Delaware. For many years, however, they were raised by the old methods and no attention was paid to the scientific side of the culture. Since this has interested the growers the quality of the product has been much improved, the crop has been doubled time and again, the demand has naturally increased and the prices obtained are much greater than formerly. This condition of affairs has been brought about to a very great extent through the efforts of Mr. W. F. Allen, the largest grower of plants and fruits in this section and one of the largest in the world. His nursery and farm, near Salisbury, are models that are worth coming a long distance to see, and from a very modest beginning he has built up a business the ramifications of which extend not only throughout this country and Canada, but across the water to foreign parts. He has by his energy and enterprise carried the name of Allen and of Salisbury wherever berries, fruits, vegetables and flowers are grown, and that is practically in every nook and corner of the world. From his youth Mr. Allen has made a study of berry and fruit culture. It has been a labor of love with him, a business for which he is peculiarly adapted by nature and inclination, and the results of his investigations have not only brought prosperity to him, but also to thousands of people whom he has never seen. It has been said that the man who makes two blades of grass grow where only one grew before has accomplished something in life, and if this old saying be true Mr. Allen has indeed accomplished a great deal. Mr. Allen's farm is admirably adapted for the purposes for which it is used. Almost anything that grows can be raised there, and he has studied the soil to such good purpose that a number of new varieties of berries have been propagated that are now being raised on farms with success from the Atlantic to the Pacific and to which his name has been given. On his farm he raises over 100 varieties of strawberry plants alone, and these find a ready sale among the most successful growers everywhere. Some of these are the "Glen Mary," "Chesa-

peake," "New York," "Hummer," "Gandy" and "Virginia." Every year Mr. Allen offers two prizes, of \$200 and \$100 each, for the best dozen strawberry plants, the only conditions being that the varieties winning the prizes must be new and have never been introduced. By this liberal offer Mr. Allen has been able to start a competition which has resulted in the discovery of many new varieties. Last year, on his 500-acre farm, Mr. Allen had under cultivation 75 acres of strawberries, 15 acres of dewberries, 75 acres of canteloupes, 40 acres of watermelons, 16 acres of cucumbers, 25 acres of sweet potatoes, 25 acres of peaches and 25 acres of other truck and berries. During the past season he shipped to Northern markets 75,000 quarts of strawberries, 25,000 quarts of dewberries, 4,190 half barrels of cucumbers, 1,700 six-gallon crates of peaches and 35 carloads of canteloupes and 34 carloads of watermelons. This year several of these crops have been largely increased. Sixty acres are planted with watermelons, 60 to cantaloupes, 30 to cucumbers, 100 to strawberries, 15 to dewberries, 10 to peppers, 20 to sweet potatoes and 5 to ornamental shrubs and trees. It can be easily imagined even by

those ignorant of farming that the work of superintending the growing, picking, packing and marketing of virtually 100 carloads of perishable produce is, to say the least, no small task. Yet so systematically was this vast undertaking carried on that it was done satisfactorily and profitably, and more is undertaken with each succeeding year. Among other things, a large seed store has just been erected. Every day during the winter, when the ground was not frozen, plants were being set out until 100 acres were planted, the product of the greater part of which is required to fill the plant orders for 1909. "Why do I plant in the fall and winter?" asks Mr. Allen. "So that I can get it done and out of the way in order that I may give my undivided attention to filling orders for strawberry plants during March and April." Over 4,000 customers have been served the past season.

During the busy season hundreds of hands are employed on the farm in various capacities. Mr. Allen has built up his business not only by furnishing the best plants in the market, but by promptness in delivery, the manner in which his plants are packed for shipment and the fact that he gives his

personal attention to detail so necessary to bring the best results. He is a man who does things on a large scale, and his gross receipts from his operations during the year are in the neighborhood of \$100,000, yet he never loses sight of detail and the smallest customer is given the same invariably careful and painstaking attention.

His plant is a most interesting one. The ground receives an abundance of fertilizer, that brand being selected which has been found by experience to be best suited to healthy growth. This is done in January, and every month of the year the culture of the plants receives attention. During the past season over 80 carloads of manure and fertilizer have been used, and the treatment the ground and the plants receive is not only one that comes from scientific study and knowledge, but is one that is born of experience and tests that have brought actual results. Everything is watched with the greatest care. No aphids, strawberry weevil, grubs or other injurious insects are to be found at the farm. A clean certificate of inspection goes with every shipment, and the plants are well fed, strong, vigorous and healthy, just the kind to build a solid foundation for a successful crop. Mr. Allen is a splendid type of the American who begins business on his own account while still a young man. He entered upon his career before reaching his majority on an exceedingly modest scale, with only a few dollars, but a large capital of energy and ambition. As young as he was, he saw the immense possibilities that lay in the growing of plants, as well as fruits and berries, but it was necessary to have capital, and he had none. He was almost in despair, when Mr. H. H. Kendall, of the firm of Conant & Bean, produce commission merchants, of Boston, Mass., furnished the necessary funds, and then the work of building up the present vast business began in earnest and has never ceased since. Mr. Allen is still a comparatively young man to have reached the prominent position he now occupies in the business world. He is president of the Peninsula Horticultural Society, a director of the People's Bank and is connected with several other enterprises, all of which are in a flourishing condition.



GLIMPSE OF THE ALLEN FARMS.



A. J. TAYLOR,  
PHOTOGRAPHER.

Photography as an art has never in its history attracted so much attention as it is doing at the present time. Scarcely a day passes but what some new discovery is made, the latest being color photography, by means of which pictures can be taken in the colors of the object photographed. At the present rate of progress there is no telling where it will stop. Artists vie with one another in keeping pace with these discoveries and striving to make some of their own, with the result that there is a constant improvement.

Located here in Salisbury is Mr. A. J. Taylor, the Eastern Shore photographer, whose work will compare most favorably with that made by the best artists anywhere. His studio in the News Building is handsomely and tastefully furnished, his prices are always reasonable and he is commendably prompt in his deliveries. He has succeeded, by his modern methods of doing business, in building up a trade which extends throughout the Eastern Shore of Maryland, Delaware and Virginia, and his best recommendation is his hundreds of pleased and satisfied patrons. His gallery is equip-

ped splendidly to do all kinds of work at short notice and in his sample line may be seen everything in portraiture, from a post card to the most expensive platinum print, as well as attractive views, exterior and interior, artistic enlargements in crayon, pastel and water color and handsome frames for all kinds of pictures.

W. B. MILLER.

KINDLING WOOD MANUFACTURER.

Sometimes industries which at first thought attract but little attention will upon investigation prove to be larger than others that one had pre-supposed to be necessarily greater. A case in point is that of the manufacture of kindling wood, which is conducted in Salisbury on an immense scale by Mr. W. B. Miller and shipped in carload lots to all parts of the country. His establishment is one of the largest in Salisbury, and employs scores of girls bundling wood, the supply of which is drawn from the nine mills located in and around Salisbury. The material used is the tremendous quantity of odds and ends of lumber, the refuse of the great mills, and anyone who has not seen them in operation would be surprised at the accumulation of a

E. W. TOWNSEND & CO.,  
STRAWBERRY PLANTS AND  
CANTALOUPE SEED.

There is no section of the country so suitable in soil and climate for the successful raising of strawberry plants and melon seed as that surrounding Salisbury, and when this business is in the hands of a man who was brought up on a berry farm, has made the cultivation of them a life study and has succeeded in originating the best varieties now on the

sales and are most in demand by experienced growers are the "Climax" and "Missionary," both early bearers, and the "Chesapeake," a late berry which has proved very popular. He



E. W. TOWNSEND.

makes a specialty of fall plants, and the "Autumn" and "Pan-American" are two varieties that will grow anywhere and bear from the last days of August until Jack Frost puts in an appearance. There is no variety of strawberry plant that cannot be furnished from the farm of Mr. Townsend, and he is a recognized authority in a section where nearly everyone has more than an average knowledge of plants. He has over 100 acres planted in them, and they are shipped, packed securely, by express, mail or freight.

Mr. Townsend is also the largest grower of cantaloupe seed in this section, and has about fifty acres planted in the delicious "Eden Gem," a melon that has no equal for shipping purposes. It has a most delicate flavor and is in large demand wherever it has been introduced. These seed are supplied to growers in quantities of one pound or more. Mr. Townsend is well and favorably known to the people of Salisbury and vicinity, where he was born and bred, and can refer to any business house, express or railroad company here.

"PRACTICAL ELOCUTION,"

BY JESSIE RAE TAYLOR,  
INSTRUCTOR IN READING,  
ELOCUTION AND PHYSICAL  
CULTURE.

The study of elocution does not imply a preparation for public reading only. In its broad sense it is applicable to practical, every-day life. The term "Elocution" itself conveys to the average mind an impression of vocal gymnastics and extravagant gesture, graceful or otherwise. This, however, is a misconception. In the first place, "The body should be a fit instrument to serve the mind and soul." So we begin with the voice. This, instead of being shrill, nasal, or guttural, should have a sweet, clear, full, and resonant quality, such as can practice and kindly criticism. Our own deficiencies do not appear to us only be obtained through careful as plainly as to others. Following out this same thought, our personal appearance is the next consideration. Good carriage, more than any other one thing, enhances our personal attractiveness. This necessitates the proper development of the lungs, resulting in an increase of capacity and economy of expenditure which are invaluable from a physical point of view. While considering these things as indispensable, we must not over-

look the all-important study of literature, many of the beauties of which have completely escaped us. Repeatedly one hears the remark, "I never knew that this story was so fascinating until I heard it read. It did not seem half so good when I read it." Words are only words unless the interpreter has sufficient imagination to infect them with a personality—a living, breathing individuality, such as they had when they left the pen of the author. And with the Americans, as a race, this imagination is largely a matter of cultivation. We are handicapped by a lack of sympathetic emotion and by a tendency to stifle all display of feeling. Nothing is so fascinating as the study of literature; the determining of the probable thought of the author, his manner of presenting it, and the peculiarities which differentiate his work from that of other writers. Having mastered these things, it remains a matter of choice with us whether we prepare for public reading or use our knowledge for our own edification. But we have acquired, thereby, a self-confidence which goes far toward giving us that poise and repose of manner which distinguishes the cultured man or woman. Studio—Room 33, News Building.

L. ATWOOD BENNETT,  
CITY SOLICITOR.

To be the legal adviser of a city government is a position requiring a knowledge of the law of such cor-

fitness to perform the duties that devolve upon him has been recognized by each succeeding Mayor since his first appointment. Mr. Bennett is still a comparatively young man,



L. ATWOOD BENNETT.

having been born in the adjoining county of Somerset, October 25, 1873. He took the collegiate course at the Western Maryland College and then graduated in law at the University of Maryland. He came to Salisbury in 1897, and soon built up a successful practice. In 1904 he was a member of the House of Delegates, where he made an enviable record as a law-maker. Mr. Bennett represents the



JESSIE RAE TAYLOR.

porations that every lawyer does not have at his finger's ends and can only get by the most diligent and intelligent study. It is a position of responsibility and trust, and the man selected for it in every community is chosen for his worth, and not for his political services, as is the case with most public positions. It is his duty to keep the Mayor and all the city departments to the letter of the law, and advise them when they come upon any legal difficulties as some of them naturally do in the discharge of their duties. This important position is held in Salisbury, and has been for the past nine years, by L. Atwood Bennett, Esq., who has just been reappointed by Mayor Harper. When he was first inducted into office Mr. Bennett was but twenty-six years old and was perhaps the youngest City Solicitor ever occupying the position. His advice has, however, been uniformly correct, and his obvious

Kent County Mutual Insurance Co. and the American Bonding Co. here. He is a gentleman full of public spirit and sterling integrity.

W. A. TRADER.

POLICE JUSTICE AND MAGISTRATE.

No one who has not been intimately associated with the work of the Police Court in Salisbury has been in a position to estimate its value to the community at large. Recently the subject of criminality has been brought to the attention of the public by a number of people interested in sociology. Do fines and in the event that they are paid really punish? Is the procedure of the courts wrong? Have we made a mistake in imprisoning our fellow-beings on account of circumstances over which we have no control?

These are a few of the questions which present themselves to the people. And it has been the duty for a dozen of years and more for Justice W. A. Trader to decide such cases. Law is a very good thing in its way, but justice is better. This is the keynote of Judge Trader's character and the fact that he has always tried to give everybody a square deal, whether they are from the most humble walk of life or millionaires, has done much to preserve the many friendships he has made.

Every case not requiring a court trial is tried before Judge Trader, at his office, which is located in the rear of the Court House. Many cases



STRAWBERRY PICKERS ON THE TOWNSEND PLANTATION.



come before him where Law has to take a back seat and Justice comes into its own, for it is absolutely necessary that a man of common sense should preside over this court. Judge Trader was born in Salisbury and has lived here all his life. It is a singular fact, but nevertheless true, that while he is considered severe in his rulings against the people who violate the law they are much attached to him and declare that he always gives them justice. Judge Trader is an upright, public spirited and progressive man of the times. Judge Trader is also engaged in the fire and life insurance business, and in the ten years he has been so engaged has taken a prominent part in this line, and at present represents some of the most reliable companies in the world. In life insurance he represents the Manhattan, of New York, and the Northwestern, of Milwaukee, Wis. His fire insurance companies are Mutual, of Cecil county, Maryland, and Philadelphia Underwriters, of Philadelphia.

JOHN W. WINDSOR.  
CONTRACTOR AND BUILDER.

There is no class of men who have so much to do with the stability and beauty of a city as its contractors and builders. If they are skillful and take a pride in their work these traits will be reflected in the character of the structures they erect. The people of Salisbury are pardonably fond of boasting of their beautiful homes and handsome business blocks, but few of them, perhaps, stop to think that if there was not located here some of

H. CRAWFORD BOUNDS,  
SUPERINTENDENT OF PUBLIC SCHOOLS.

There is no public position in which greater care should be used in the selection of an incumbent as that of Superintendent of Public Schools,



H. CRAWFORD BOUNDS.

for to him is intrusted the education and training of the men and women of the future—the children of the present who are so dear to us. This position is too often given as a reward for political services to men who have absolutely no fitness for it and knowing this to be the fact it is a pleasure to know that Salisbury and

made a success, for he has put into it the best that is in him with all the earnestness of an earnest nature. Mr. Bounds is a native of Wicomico county, and has lived here all his life, although he has had many offers at a much higher salary to go elsewhere, for good male teachers are about as scarce as the proverbial hens teeth. After teaching for some time in the public schools he was gradually promoted until in 1900 his merits were finally recognized by the Board of School Commissioners and he was elected superintendent, a position he has continued to occupy since that time. As is well known to those who are familiar with the facts the schools at that time were not what they should have been and were in dire need of just such a man as Mr. Bounds proved himself to be. He went to work with energy and the improvement since then has been so marked that even the most unobservant parent could not help but notice and comment upon it. Not only the teachers, but the school buildings also have been greatly improved, and there are few rooms in the county now but what are made attractive by flowers and pictures. Mr. Bounds was the originator of the idea of the Normal Training School in connection with the High School, has organized a teachers' training course and established many libraries at the school buildings.

Advertisements in the Wicomico News bring best results.  
All the home clean news in the Wicomico News.

ness man who doesn't use it plentifully has no chance of success against his more far-seeing competitors. Located here in Salisbury is one of the most thoroughly up-to-date and complete printing offices in this section, having only recently added about \$1,000 worth of new material and improvements to its already well equip-

stantial trade in Salisbury and are always looking for new ones, they also have many valuable patrons throughout the Eastern Shore of Virginia, and especially desire to make new customers throughout this section. All users of printing matter of any kind will do well to see or write them before placing their contracts.



GRADUATING CLASS, 1908, WICOMICO HIGH SCHOOL.

CLEON AND I.

Cleon hath a million acres,  
Ne'er a one have I;  
Cleon dwelleth in a palace,  
In a cottage I;  
Cleon hath a dozen fortunes,  
Not a penny I;  
Yet the poorer of the twain is  
Cleon, and not I.

Cleon, true, possesseth acres,  
But the landscape I;  
Half the charms to me it yieldeth  
Money cannot buy.  
Cleon harbors sloth and dulness,  
Freshening vigor I;  
He in velvet, I in fustian,  
Richer man am I.

Cleon is a slave to grandeur,  
Free as thought am I;  
Cleon fees a score of doctors,  
Need of none have I;  
Wealth-surrounded, care-environed,  
Cleon fears to die;



THE WICOMICO HIGH SCHOOL—JNO. W. WINDSOR Contractor and Builder.

the best contractors in the State this result would never have been attained.

Among the leading contractors of this section of Maryland, Virginia and Delaware none has a deservedly higher reputation for doing the best kind of work than Mr. John Windsor, of 415 Camden avenue, where he has one of the most beautiful homes in the city. Mr. Windsor is a practical mechanic and gives his personal attention to every detail of any work, large or small, that may be entrusted to his care. To him, as to every first-class mechanic who takes pride in doing his work, one job is as important as another, for it means that he puts the best that is in him in it. Mr. Windsor was the builder of the Salisbury High School, one of the finest edifices on the Peninsula. He has also been the contractor for some of the handsomest residences in this city, notably the house of Ernest Toadvine, clerk of the Circuit Court, and Alexander G. Toadvine. He was also the constructor of the fine A. M. E. Church.

Mr. Windsor is a public-spirited and progressive citizen, who is ever ready to do anything for the good of Salisbury.

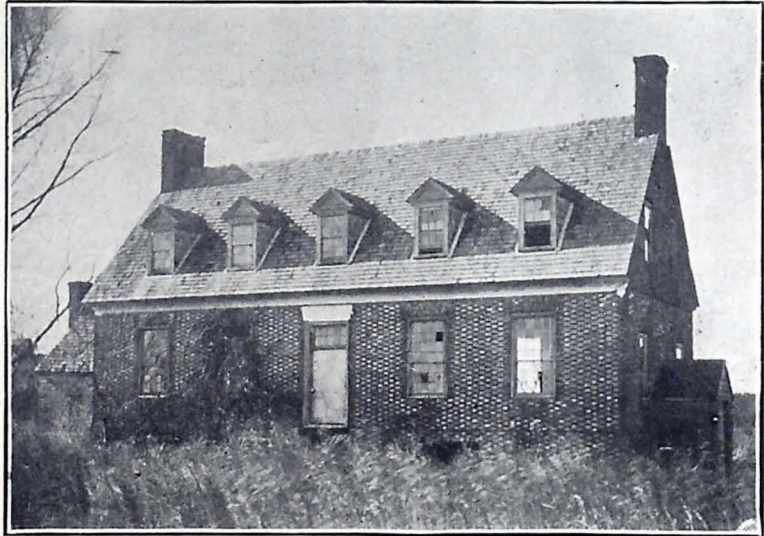
Richard Savage died in a debtors' prison.  
Stow, the famous antiquarian, became a licensed beggar.

Wicomico county is an exception. During the past eight years, under the superintendence of Mr. H. Crawford Bounds, a marvellous advance has been made in the schools of the city and county, and they can compare in efficiency at the present time with those of any in Maryland. Too often the average school master only uses teaching as a stepping stone to one of the other learned professions where the monetary rewards are so much larger and the pages of history are full of the names of great men, who were once teachers. But with Mr. Bounds it is different. He is one of those rare men who is in love with his profession and adopted it as his life work. This being so it is not to be wondered at that he has

JAMES E. BYRD PRINTING CO.,  
BOOK AND JOB PRINTERS.

Printing long since ceased to be a mechanical trade and years ago reached the dignity of an art that has done more for the enlightenment of mankind and the progress of the world than almost any one thing. Printer's ink is today the greatest power for good or evil the world knows and without it the people must needs return to that bondage and darkness in which they struggled for so many centuries. As an aid to the business man in advertising his goods it is invaluable and thousands of fortunes, some of them colossal in size, have been built by its aid. The busi-

ness man who doesn't use it plentifully has no chance of success against his more far-seeing competitors. Located here in Salisbury is one of the most thoroughly up-to-date and complete printing offices in this section, having only recently added about \$1,000 worth of new material and improvements to its already well equip-



COLONIAL MANSION ON THE "BEN DAVIS FARM."

business and has built up a large trade throughout this section. He is still a young man—one of the kind that has made Salisbury the capital of the Eastern Shore, brim full of vim and ambition, and is bound to add to his success. He is a native of Crisfield, Somerset county, and was for a time in business in Baltimore, but removed to this city three years ago. This firm's plant is located in the H. S. Todd building on Main street, where they occupy the entire second floor, a space of about 20 by 40 feet. Mr. Byrd says that while they have a sub-

Death may come; he'll find me  
ready—  
Happy man am I.

Cleon sees no charms in nature,  
In a daisy I;  
Cleon hears no anthems ringing  
In the sea and sky;  
Nature sings to me forever,  
Earnest listener I;  
State for state, with all attendants,  
Who would change? Not I.  
—Chas. Mackay.

Ouida died in poverty and neglect.



ANOTHER SALISBURY PRODUCTION.



# JOSEPH G. BAILEY, STATE'S ATTORNEY.

There is no position within the gift of the people of the county with the single exception perhaps of that of Judge which carries with it a greater responsibility than that of the State's Attorneyship. In him is vested to a large degree the administration of justice throughout his jurisdiction and



JOSEPH G. BAILEY.

to a great extent it is upon the manner in which he fulfils his duties that the peacefulness and quiet of the county depend. If the people who are disposed to violate the law once became assured that the prosecuting attorney is weak, vacillating or from lack of the requisite ability incapable of properly performing his duties by seeing that the law is enforced, their evil passions at once are given free rein and the lives and property of law-abiding citizens no longer are safe, no matter how capable and honest other officials may be. That the present State's Attorney, Jos. G. Bailey, has been elected by the people to the position for a third term is the best evidence that can be produced that his administration of the affairs of this important office has been a distinct success. Mr. Bailey has proven to the people, of all political persuasions that he is eminently fair and just and that he intends to do the right thing. He is a man of much force of character, an eloquent speaker, a hard student and a man, notwithstanding the duties of his office, who has a wide circle of true and devoted friends. Mr. Bailey was born at Quantico, in this county, and educated at Washington College. He has ever been noted for his progressive ideas and true public spirit.

# MRS. G. W. TAYLOR, MILLINERY.

There is no doubt about the fact that the crowning glory of every well-dressed woman's toilet is her hat, and nearly all of them pay more attention to its selection and purchase than any other of the numerous articles with which they strive so earnestly to adorn themselves. Unless her

patience and the thousand and one attributes that only the successful milliner possesses. The expert milliner is an absolute necessity to the women's world and the ladies of Salisbury and this part of the Peninsula are indeed to be sincerely congratulated in having one located amongst them in the person of Mrs. G. W. Taylor, whose most attractive emporium is located at Main street. This is one of the most exquisite stores to be found anywhere, and is the Mecca of the most fashionable dressed women of this whole section, who have reason to repose the greatest confidence in the taste, knowledge and experience of this lady who has for years helped to make more beautiful the ladies of this city and its vicinity. Mrs. Taylor has one of the largest and the best selected stocks of millinery on the Eastern Shore, and can satisfy any taste and pocketbook with her exquisite creations. It is an ancient joke of nearly every man to jest at the high cost of the hats worn by their woman folk, but the jest would fall flat if they but knew the skill, time and trouble that are expended in the making of these dainty articles, and did but know how few women are capable of making them as they should be made. Mrs. Taylor is a born milliner and keeps fully in touch with all the latest styles, as they appear in the fashionable centres of Paris, London and New York. But she has an individuality all her own, and many of the most artistic creations that come from her store are the result of her own active brain and skilful fingers and not mere copies. She has made it possible for the ladies of Salisbury to wear hats quite as fine as those from the great cities, and her prices are far more reasonable. Mrs. Taylor is a native of this city, where she has a wide



circle of devoted friends and admirers who are glad to know that she has achieved success in her chosen field of endeavor.

# S. S. FELDMAN.

# GENERAL HOUSEHOLD SPECIALTIES.

Selling goods on the installment plan has revolutionized business in certain branches, and this is nowhere

small weekly payments, having the use of the articles purchased at the same time. Mr. S. S. Feldman, whose place of business is located at 905 East Church street, was the first to introduce this method of selling goods into Salisbury, and the success with which he has met indicates that the people of this section know a good thing when they see it. He has by his ability built up a most flourishing business, and the quality of the goods handled by him—coming, as they do, direct from the largest manufacturers—will compare favorably with these handled by the most pretentious



ALBERT E. WALKER

Who Managed the *Wicomico News*'  
Special Edition.

stores in the city. Mr. Feldman keeps constantly on hand a large stock of silverware, clocks, rugs, lamps, Bibles, albums, wringers, pictures, etc. Orders are also taken for anything required in the home. His terms are most accommodating, and by his weekly payment plan they are paid for easily. There are many things that all of us would like about the house, but have not the ready money, that

of this firm, both with the ten companies represented by it as well as its numerous patrons, is of the highest. The companies they represent are the German-American, of New York; Glen's Falls, of New York; North British and Mercantile, of London; Royal, of Liverpool, England; Phoenix, of New York; Phoenix, of Hartford; Hartford, of Hartford; Queen, of New York; Western, of Toronto; British America, of Toronto. Mr. Toadvine can almost be said to have been raised in the insurance business, and no one in this section is better acquainted with the property conditions that exist here. He represents companies of only the highest class, and a risk placed by him can be relied upon to be as good as gold.

# THIS WORLD.

Lo, I am weary of it all,  
Of men and their love and their hate;  
I have been long enough Life's thrall  
And the toy of a tyrant Fate.

I would have nothing but rest;  
I would not struggle again;  
Take me now to thy breast,  
Earth, sweet mother of men.

Hide me and let me sleep;  
Give me a lonely tomb  
So close and so dark and so deep  
I shall hear no trumpet of doom.

There let me lie forgot  
When the dead at its blast are gone;  
Give me to hear it not,  
But only to slumber on.

This is the fate I crave,  
For I look to the end and see  
If there be not rest in the grave  
There will never be rest for me.

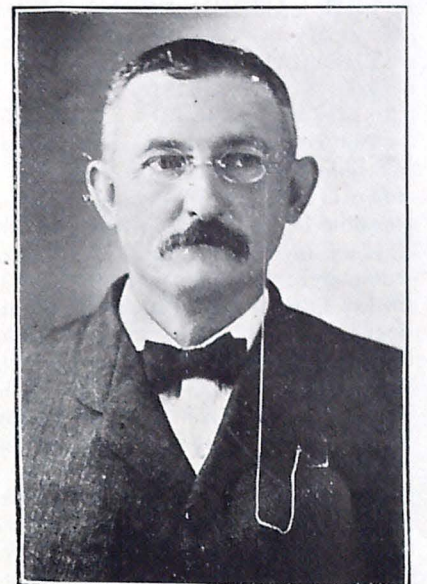
# P. S. SHOCKLEY & CO.

# INSURANCE AND SURVEYING.

Every owner of property, real or personal, whether his holdings be large or small cannot help recognizing the value and necessity of insurance and nearly everyone carries it to some extent. Few property owners are, however, insured as they should be, and why this class should take half way measures in such an important matter as insurance is a mystery to the well-insured man, who rests content in the knowledge that the property he has worked so hard to accumulate is safe from the ravages of fire.

Once having determined to insure the next most important step is the selection of the company in which the policy is to be taken out. There are many companies—good, bad and indifferent—and in making the selection the service of an experienced and reliable agent, representing only the best is absolutely necessary. P. S. Shockley & Co., whose office is located on the third story of the News Building, have been in the business for a number of years and during that time have by their uniformly fair dealing and the fact that they represent only the most reliable companies

Globe, and the Royal of Liverpool, England, and when a policy is written by them the holder of it may be sure that he has the best that can possibly be had. The policies issued by the companies represented by this firm are absolutely safe and will be paid in full. Mr. Shockley is a surveyor by profession and is the County Surveyor of Wicomico. He was born in Snow



P. S. SHOCKLEY.

Hill, but has resided here for the past 20 years and has a wide circle of friends, who admire him for his sterling integrity and true public spirit.

# JOHN M. TOULSON, P. D., CITY PHARMACY.

The pharmacy of today, that has supplanted the old-time apothecary shop, is a development in the business and professional life of our community that has been welcomed alike by the sick and the well. Where in days of old stood a dusty, ill-smelling rookery with nostrums of uncertain age and quality, is now the clean, light and attractive place where patrons are wont to linger about the ever present soda fountains, and enjoy the delicious, cool and refreshing beverages there dispensed; the twentieth century pharmacy of Mr. John M. Toulson, P. D., is one of these high-class establishments. The store is most comfortable, as well as pleasing to the eye. Everything found in a metropolitan pharmacy may be had here at the most remarkably low prices. The stock includes everything in the way of drugs, toilet articles, such as brushes and combs, fragrant perfumes and soaps, all the appliances that science has invented for the relief of afflicted man, a complete line of dainty stationery, and fragrant cigars that please the lovers of the seductive weed. The soda fountain is unusually handsome, and the syrups there dispensed are made from the finest fruit under the direct supervision of the proprietor, all served ice cold, and in a manner sure to please. The prescription department is the one great specialty, for in this line Mr. Toulson guarantees absolute purity, accuracy in compounding and purity of ingredients in all orders.



RESIDENCE OF THE LATE DR. EUGENE W. HUMPHREYS.

hat is becoming the effect of the whole ensemble is destroyed, so that when the time comes when it is absolutely necessary for her to have a new bonnet she must have the assistance of a milliner of tried taste, infinite

more noticeable than in the furniture and housefurnishing goods trade. In this it has been carried to perfection, and today in Salisbury a man of small or moderate means can furnish a home from cellar to garret by making

Just after the great fire that laid the business portion of Salisbury in ashes, in 1886, the people suddenly awoke to the advantages of fire insurance, and a boom started in that business in this section of the Eastern Shore that has continued ever since, although it is a remarkable fact that since that time there have been fewer fires in Salisbury than any town in this section. A short time after the fire the insurance business of A. G. Toadvine was started, and for nearly a quarter of a century has been in successful operation. The late Mr. A. G. Toadvine was for a time associated with Mr. Venables under the firm name of Toadvine & Venables, but this connection lasted only a short time, and he continued alone until his son was taken into the firm and the name was changed to A. G. Toadvine & Son. Upon the death of the senior partner the name was retained and the junior continued the business alone. The firm has always done a flourishing business, for its members made a thorough study of insurance and had a wide circle of friends and patrons who relied implicitly on the judgment of its members in placing policies. They made no mistake in this, as is evidenced by the fact that the standing



RESIDENCE OF CHARLES R. DISHAROON, NORTH DIVISION STREET.

built up a large and ever increasing business which extends throughout this section. The firm has eight of the strongest companies in the world on its list, among them being The Liverpool and London and

Mr. Toulson is a native of Chestertown, Md., where he learned his profession under his father, who was a well-known pharmacist, and later took a course at the Philadelphia College of Pharmacy, graduating in the



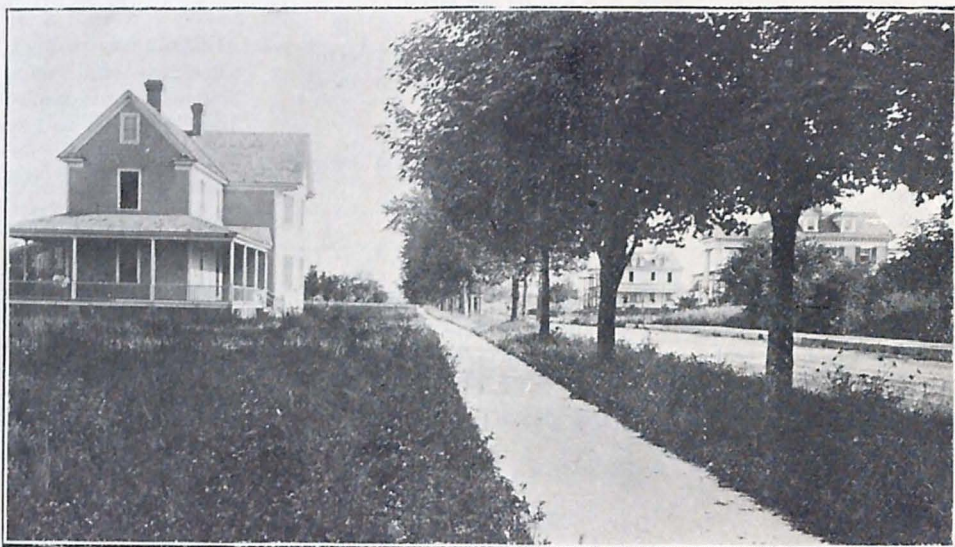
class of 1902. In 1907 he came to Salisbury and began his business career at his present location and his venture has proved a great success. This success is well merited and Mr. Toulson has won the confidence of both physicians and patients alike for everything sold over his counters, be it novelty or medicine, carries with it his guaranty to be exactly as represented.

THE CAMDEN REALTY CO.  
AND  
THE CAMDEN BOULEVARD  
SUBDIVISION.

The custom of living as close as possible to the business section of a town is fast giving way to the more sensible one of living in some district thereof apart from the busy marts of commerce; especially is this the case in towns where cultivation and refinement march hand in hand with the business prosperity of its citizens, and where the comforts and pleasures of home life are considered of equal importance with the acquisition of wealth.

What is now the beautiful and thriving city of Salisbury started as a little hamlet at the forks of the river (now the foot of Main street), around

which clustered, as bees about their hive, the houses of its inhabitants. As population increased, the adjoining territory, in little parcels at a time, was pressed into service; all the residents keeping in close touch with one another, as if in fear of being carried off by the Indians, then yet lingering near. As years progressed, with them increased the new town, in more rapid ratio still, towards the fulfilment of its destiny, as the Metropolis of the Eastern Shore of Maryland; and



THE BOULEVARD, CAMDEN REALTY COMPANY.

breezes here prevailing at that season make this property, in the hot days of summer, admittedly the coolest and healthiest part of the city. Next, a main sewer was laid the whole length of Camden avenue, from the city limits to the river, to be carried out the Boulevards as fast as needed; then came gas, city water, telephone and electric light service, so that there are now here available every convenience possessed by the older section, without its drawbacks. In 1905 the

parties who will erect thereon houses containing the modern improvements now so generally deemed essential to the comforts of home life; thus insuring uniformity of character in the improvements erected, though not necessarily in their appearance. Unmatured bonds or other obligations of the Company accepted in payment as cash, at a premium of 5 per cent. and accrued interest.

The Boulevards extend eastward from Camden avenue to Jackson avenue, a distance of 1,470 feet, giving on the three Boulevards a total frontage of over 7,500 feet (less lots already sold); east of Jackson avenue there are some 70 lots, and on Tilghman street a frontage of 1,250 feet yet unsold. It will be seen that the size of the subdivision is such as to meet a wide diversity of requirements on the part of a proposing purchaser; whether of location best suited to his business or occupation, or, to his taste and financial circumstances, the idea being to invite only a desirable class of residents (independent of their financial condition), and to make it emphatically a home district for the industrious worker, the business man, and the man of leisure; to all of whom ample scope of location is afforded, from lots convenient to the mills and shirt factory, worth from \$200 up, to others nearer to Camden avenue, worth from \$400 up (free from incumbrance), dependent upon location; with terms of payment, practically, to suit purchaser. The prices of Boulevard lots include cement pavement to be laid by the Company in front of lot, also a permit to enter the sewer.

It is the policy of the Company to restrict sales on the Boulevards to

the foundation of our country—the home. Fraternal insurance is a tremendous power, working with but one object—the greatest good for the greatest number, and not for mere



W. L. PLUMMER.

profit, as is the case with the old line companies, with their mystifying and entangling contracts and the ever present loop-hole for escape from payment. It remained for the Modern Woodmen of America to evolve a new idea in fraternity, beautiful in its conception and never failing in its duties, that gives to its members and their families not only the benefits that must follow when neighbors are banded together for the common good, but places within the reach of every man an insurance policy at the lowest cost ever given, that means the preservation of the home, the education of the children, and a fraternal protection that never fails in the hour of need. Space will not permit details, but inquiries to any member or of Mr. W. L. Plummer, District Deputy Head Consul, Salisbury, Md., will receive a prompt reply with all needed information. Fraternities are organizations "of the people, for the people, and by the people," and of all the fraternal insurance societies the most successful is the Modern Woodmen of America; it is the largest, having 1,397,000 members, adding 140,000 new members in 1907, and has \$1,450,000 insurance in force. It is the cheapest because the cost of \$1,000 of insurance for 1907 at the age of 25, was \$4.50, at 35, only \$6.75, and at the age of 44, the highest age of admission, was only \$9.00 per \$1,000. The most economically managed because the actual cost to each member was only 56 cents. It has stood the test a quarter of a century, and though its plan is based on a monthly assessment or payment, it has never under its

great floods of the Middle West and Northwest and the awful catastrophe of San Francisco, thousands upon thousands were immediately sent in relief to more than 8,000 stricken members, and recently a sanatorium was established at Cripple Creek, Col., for the scientific treatment of that dread disease, consumption, and this is free to all members, and means no additional cost in assessment, for it is taken from a general fund set aside for such purposes. No community should be without a camp of the Woodmen, for they give opportunities for social features and close friendship seldom found in like organizations, and the District Deputy is ever ready to assist in forming a new camp or welcome new members.

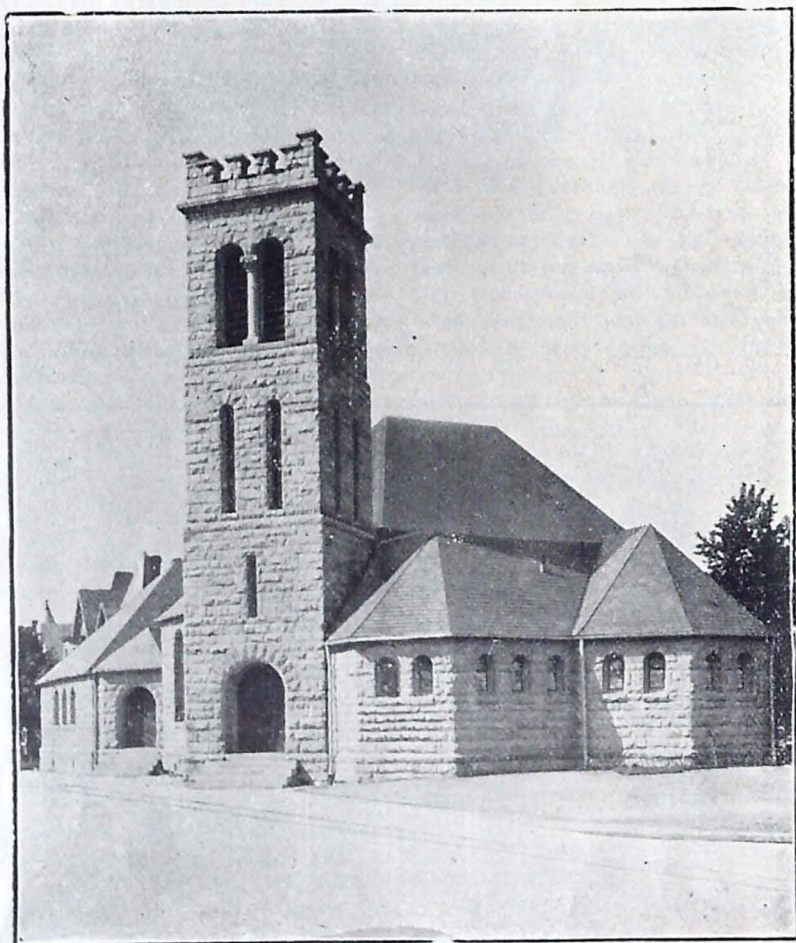
In January, 1906, District Deputy W. L. Plummer was assigned to the Eastern Shore of Maryland and after organizing a strong Camp at Mardela Springs, located with headquarters in Salisbury in March, at which time there were 22 members in good standing in Salisbury Camp, No. 8371. Much of Deputy Plummer's time was spent in the District outside of Salisbury, but regular meetings were re-established and new applications were received with the result that the roster of Salisbury Camp will show it to be the equal in personnel of any fraternity of any character. The officers for 1908 are: Consul, L. H. Higgin; Advisor, Arch McDaniel; Banker, M. C. Turner; Clerk, L. A. Bennett; Escort, J. C. Palmer; Watchman, F. M. Mitchell; Sentry, W. S. Powell; Medical Examiners, Drs. G. W. Todd and D. B. Potter; Manager, 3-year term, W. E. Downing; Past Consul, George H. Weisbach.

JOHN H. DULANY,

FRUITLAND,

CANNED GOODS.

One of the most thriving industries of Salisbury and Wicomico county is that of packing and shipping strawberries, fruits and vegetables and the product of this section take a high place in the markets of the world. Among the best known is the "Fruitland Beauty" brand of strawberries, tomatoes, blackberries, pumpkins and sweet potatoes. These brands have been on the market for many years and are known as standard by dealers everywhere and the best they can buy by consumers. People who eat canned goods, and this means virtually everybody, would enjoy a treat if they could visit the cannery of Mr. John H. Dulany, the packer of the "Fruitland Beauty" brands at his plant, near Salisbury. So much has been said and written about the uncleanli-



TRINITY M. E. CHURCH, SOUTH.

with the growth in area came the erection of the beautiful homes now so characteristic of Salisbury, and its pride, until the whole territory on the north side of the river, adapted to this class of residences, has become virtually appropriated, leaving that part of the old "Knickerbocker" district known as Camden (not already occu-

Camden Realty Company acquired the ownership of the larger portion of the Subdivision (Mr. Fitch retaining the balance), and proceeding on the lines already adopted by him, laid the cement pavement and parkway on the Camden avenue front, as illustrative of the way in which all the Boulevards are to be handled.

The officers and directors of the Camden Realty Company are as follows: W. J. Downing, President; William M. Cooper, Vice-President; H. B. Freeny, Secretary; N. T. Fitch, Treasurer, and Uriah W. Dickerson, whose reputation in this community as substantial business men and public spirited citizens is such as to insure the carrying out the policy of making this the most desirable residence district of Salisbury.

Mr. N. T. Fitch, who is in active charge of the property, will be happy to give any desired information respecting it, by applying at the office of the Company in the News Building. For the benefit of parties who find it inconvenient to call there during business hours, he will be found at his residence on Middle Boulevard afternoons after 4 o'clock.

MODERN WOODMEN OF  
AMERICA.

W. L. PLUMMER, DISTRICT  
DEPUTY HEAD CONSUL.

The insurance field of the United States, now undoubtedly the greatest in the World, was formerly conducted upon lines that placed it entirely and only within the means of the well-to-do classes, and it remained for the fraternal insurance organizations to give to the masses this great help which has preserved to the world the safety of the home and protection of those left behind after life's work is ended. Fraternity from the earliest days of the World has existed, and in its modern meaning, with charity, justice and brotherly love as its salient features, coupled with that all important duty of life, the protection of those lives which were given as a trust by an All Wise Creator, has placed it at the very corner-stone of



DIVISION STREET BAPTIST CHURCH.

present table of rates, found it necessary to call more than 9 assessments in one year and closed its 25th year with only 9 assessments in 1907 with all claims paid, and with over \$4,000,000 on hand available for payment of death losses. But it is not only at death that the Woodmen of America extends the helping hand, for in the

ness of canned goods that this establishment would be in the nature of a revelation. Cleanliness is the absolute rule about his model establishment and no objection to the methods employed in packing could possibly be made by the most fastidious epicure. Each day the hands are supplied with clean towels and are com-



pelled to keep themselves in the most cleanly condition. Mr. Dulany gives his personal attention to every detail of his enormous business and has succeeded in building up a trade on merit among the most discriminating people in the country. The business was founded by the father of the present proprietor, Mr. I. H. A. Dulany, twenty-six years ago, and until his death, July 14, 1905, it was conducted under the firm name of I. H. A. Dulany & Sons. Mr. John H. Dulany then assumed control and conducting the business upon the same lines laid down by his father it has continued to flourish.

Last year over 10,000 crates of tomatoes were shipped and 70,000 quarts of black and huckleberries, exclusive of the large strawberry trade. The packing house is located in the vicinity of highly cultivated farms, where much of the fruit used in the "Fruitland Beauty" brand is raised and packed, fresh from the vine. He also conducts an extensive factory for the manufacture of crates and shooks not only for his own use, but for other packers. Both establishments are run by steam power. Mr. Dulany was born in Wicomico county, where he is well and favorably known as his family was before him.

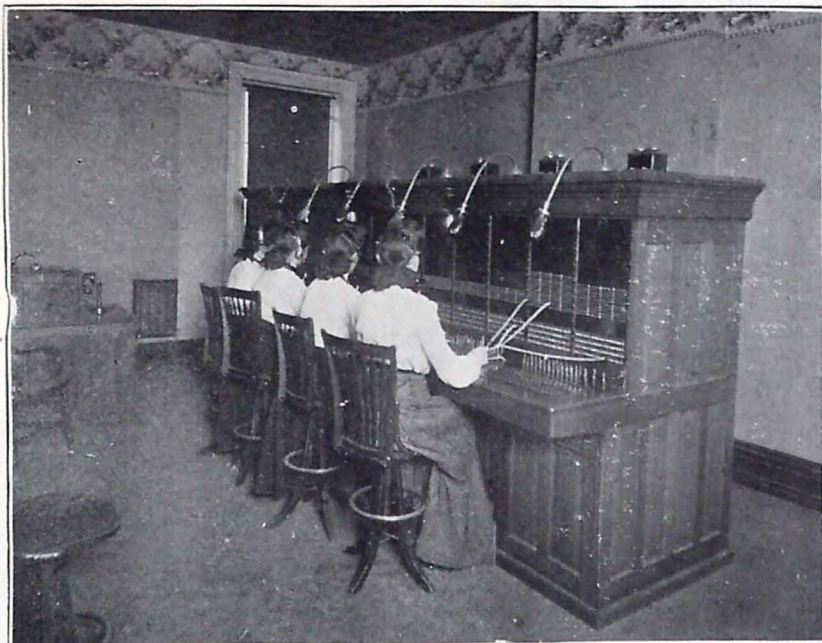
#### SALISBURY FOUNDRY AND MACHINE COMPANY.

A modern foundry and machine works is an absolute essential of every growing city, and in this particular Salisbury is far ahead of any other

of the works, and every employe can be summoned at a moment's notice. That the existence of such a plant, made possible by the enterprise of Mr. Grier and his son, is appreciated it may be mentioned that all the work on the steamers "Virginia" and "Tred Avon," plying between this port and Baltimore, is done at this works, showing that it has facilities that equal those of the larger city. The firm maintains the only automobile garage in the city and by far the finest on the Eastern Shore. Experienced and skillful mechanics are always ready to make all necessary repairs, and the place is the headquarters of automobilists. A complete line of oils, tools and gasoline is kept on hand, and any machine can be equipped at a moment's notice. Mr. Frederick A. Grier, the senior member of the firm, was born in Milford, Del. He is a practical machinist, having learned his trade in the Pennsylvania Railroad shops in that city. He came to Salisbury in 1888, and for a number of years was associated in business with his brother. Six years ago he, in connection with his son, Frederick A. Grier, Jr., established his present business, making a specialty of steam, gas and gasoline engine work in connection with the business of general machinist. This is by far the most modern and complete plant to be found on the Peninsula. It is equipped with the newest improved machinery, and there is nothing in this line that cannot be done here. Mr. Grier and his son have made a distinct success in their venture.

fully belongs to Salisbury, and the people of this flourishing community have never been slow to claim their rights and see that they get all of them. New York, Philadelphia, Wilmington and Baltimore cannot any longer compete with the wholesale merchants of this particular line, and,

vegetables and canned meats, which he ships throughout this section and also supplies an extensive local trade. He has unusual facilities for handling this class of goods, and his long experience enables him to give his customers the best service possible. Mr. Rounds has been in his present busi-



THE BUSY TELEPHONE EXCHANGE.

although the competition has been of the keenest, they are beginning to realize that the magnificent natural position of this city as a trade centre and distributing point is so enormously in her favor that they cannot suc-

ness for the past five years for himself. He was formerly in the brokerage business here, and has a wide acquaintance among the retail trade throughout this section. Mr. Rounds was born in Wicomico county, but

the fallacy of any such assertion. To be really well-dressed one must of necessity have one's clothes made. When once they are made to fit him by a good tailor they "stay so" until worn out, and no amount of pressing can make this true of the ready-made article.

Located in Salisbury is one of the best merchant tailors and drapers to be found anywhere in the person of Mr. W. E. Birmingham, whose show rooms and shops are located in the Jackson building, 102 Main street. Mr. Birmingham has as his customers the BEST DRESSED AND MOST DISCRIMINATING men in this section of the country and one of his patrons can always rest assured that he is in the latest style. He keeps in close touch with the centres of fashion and his stock of fine suitings, as well as his prices, leave nothing to be desired. Mr. Birmingham, while a native of Washington, D. C., is connected with several of Maryland's oldest families, namely the Chase and Bright families, of Annapolis, which makes Mr. Birmingham a descendant of one of the Maryland signers of the Declaration of Independence. Coming to Salisbury, in 1897, and meeting that open-handed hospitality and courtesy for which the citizens of this community are noted decided to make this his home. For the past five years he has been in business on his own account. Since making this city his home he has made a large circle of friends, who are gratified to know that he has made a success of his venture. He is a member of the K. of P. and also of the Jr. O. U. A. M., being past councilor of the latter organization, and also past chancellor of the Knights of Pythias, and an ex-member of the Uniform Rank Knights of Pythias in Baltimore, also of the K. O. T. M.

C. M. MORRIS,

#### GENERAL MERCHANDISE.

It requires a man of more than ordinary ability to conduct successfully a first-class general store, much more than to manage even a large establishment which handles only two or three kinds of goods. To know without a moment's hesitation just where to put his hand on any of the hundred and one things kept in stock and keep track of what is needed when he is buying is enough to tax the memory of the average man beyond its powers.

One of the best general stores in this section of the Eastern Shore is that of Mr. C. M. Morris, which is located on Church street, extended. His stock is a varied one and his rule is to buy only from the best manufacturers. All kinds of notions, hardware, groceries and notions, as well as the best cigars and tobaccos, can always be found on his shelves in endless variety and profusion at prices that will compare most favorably with those of any merchant anywhere. Mr. Morris makes it a rule never to allow anyone to sell goods lower than he does for he can buy as cheap as anybody else. Adjoining his store Mr. Morris owns about 1½ acres of land, upon which he raises a variety of garden truck for his customers who are always sure of getting the freshest vegetables in season. Without passing through the hands of any middleman the vegetables he sells go direct to his patrons. Mr. Morris established his store on May 7, 1904, and his many friends are much gratified at his success. He is still a young man, was born in the county, and is a member of the United Order of American Mechanics.

#### ALWAYS THE WOMAN.

Always the woman, when grief must be borne;  
Always the woman, when hearts must be torn;  
Always the woman to bend to the blow;  
On her falls the burden, on her falls the woe!

Always the woman to suffer and feel  
The crash of the thunder, the thrust of the steel!  
Always the woman to bleed for the crime,  
Since Eve set the fashion in morning of time!



EXTENSIVE PLANT OF THE SALISBURY FOUNDRY AND MACHINE COMPANY.

community in this section of Maryland, Virginia and Delaware. The plant of F. A. Grier & Son, who trade under the name of the Salisbury Foundry and Machine Company, is the most complete and best equipped on the Eastern Shore, and, in fact, is one that could hardly be duplicated in the country.

The location is an ideal one for a plant of this kind. Within a few minutes' walk from the business section of the city, it is situated at the head of navigation on the Wicomico River. A five-ton crane lifts vessels in need of repair, saving the expense of a marine railway. The firm has built up a large business, not only in this, but in other lines, and work can be done there that cannot be duplicated this side of Wilmington. The buildings on the site are 100 by 200 feet, surrounded by a large yard and out-building, giving a floor space of nearly 50,000 square feet. Two railway sidings make direct connection with all parts of the Peninsula, making the shipping facilities the best in this section and reducing considerably the cost to the consumer.

This is the only concern in town having its own lighting and water plant. It is run exclusively by electricity, and the 100-horsepower Corliss engine is the finest piece of machinery on the Eastern Shore. The standpipe, having a capacity of 10,000 gallons, supplies the water, and the employes among themselves maintain a fire department organized upon modern lines. A complete system of electric bells connects the offices with all parts

G. E. ROUNDS.

#### FRUIT, PRODUCE, GROCERY SPECIALTIES.

Wholesale groceries and produce comprise one of the most important industries of Salisbury. The enterprise displayed by its merchants in reaching out for the valuable trade of the Eastern Shore of Maryland, Virginia and Delaware has resulted in a few years in their gathering most of it, and if they but keep up the pace they have set for themselves it will eventually all come here. It is a trade that right-

cessfully compete either in prices or prompt delivery. One of the most enterprising and progressive of the wholesale dealers in the city is Mr. G. E. Rounds, whose place of business is located on West Church street, near Mill, and convenient to Fulton Station, which is within a stone's throw.

Mr. Rounds makes a specialty of fruit, produce and fancy groceries such as high-class canned goods. He has always on hand at his storage warehouse, which extends from Main street through to Church, a full line of oranges, lemons, bananas, apples, coconuts, prunes, raisins, pickles, canned

has lived here since he was three years old, and is one of our very best citizens.

#### W. E. BIRMINGHAM, DRAPER AND TAILOR.

No one will deny that marvellous strides have been made during the past few years by the makers of ready-made clothing, but the claim made by them that they are pushing the merchant tailors to the wall is met with a good-natured smile by the really well-dressed man, who knows



SALISBURY, SHOWING FULTON STATION, AND SEVERAL OF THE CITY'S MANUFACTURING PLANTS AND THE WICOMICO RIVER.



## WM. B. TILGHMAN CO.,

## MANUFACTURERS AND DEALERS IN FERTILIZERS, FLORIDA SHINGLES, ETC.

The manufacture of fertilizer that will best suit the various soils, enriching them or restoring them, and increasing their production is a scientific problem of great importance. Every different kind of soil requires its own peculiar treatment, and where one needs a fertilizer strong with ammonia, or some particular ingredient, that same formula might prove the ruin of a farm nearby. Thus



W. B. TILGHMAN, JR.

it is that the planters of the Peninsula have learned by long and profitable experience to patronize the William B. Tilghman Company, manufacturers of many formulas that for years have aided thousands of farmers to maintain the fertility of their lands, and each year increase their productions. This company are the largest manufacturers of fertilizers on the Peninsula, and their constantly increasing trade now extends throughout the Eastern Shore, Delaware, and Virginia. The main offices of the company are located at 414 Main street, and the manufacturing plant is near the wharf, on the Wicomico River. The plant consists of six commodious buildings, thoroughly equipped with every needed device known to the industry. Any formula desired by the trade is manufactured to order, and the com-



OFFICE OF THE W. B. TILGHMAN CO.

pany has a list of 15 formulas of their own, which years of experimenting and scientific research have proved to be the best in the land. The ammonia used in these fertilizers is mostly taken from the machine dried fish scrap of the factories along the Chesapeake Bay, while the potash and other ingredients are mixed in proper proportions by men of practical training, who know the requirements of Mother Earth. Their leading brands are: "Tilghman's Fish, Bone and Potash," "Tilghman's Corn Special," "Standard Fish Mixture," "Special Fish Mixture," "Mixture B," "High Grade Early Truck Guano," "Tilghman's 1 Per Cent," "Standard Tomato," "Strawberry Mixture," "High Grade Potash Mixture," and "High Grade Potash Fertilizer." The names of these goods indicate the kind of crops to which they are best adapted, and all are sold under the personal guaranty of the company to be of uniform quality and high standard of excellence. In addition to the fertiliz-

ers the Tilghman Company are dealers in Florida shingles, the best in the world, and are half owners of a large shingle plant, at Cedar Keys, Florida, and are wholesale agents for the factories at Palatka, Florida. The business was established many years ago, by Wm. B. Tilghman, Sr., and W. J. Staton and continued with gratifying results until the present company was incorporated in 1904, consisting of W. J. Staton, president; Wm. B. Tilghman, Jr., secretary and treasurer, and Oscar L. Morris, vice-president. Under the able management of these officials the old-time high standard of the company has been maintained, and today it stands far in the lead of all competitors. The business is owned and conducted strictly by native Salisburians, who for many years have been prominent in the business life of the Peninsula, and are active in both the political and social life of the county.

## WARD &amp; FLEMING.

## HIGH GRADE PIANOS AND ORGANS.

That the people of the Eastern Shore are musical is indicated by the number of pianos and organs that are sold in Salisbury every year and by the same token it must be a fact that they are more than usually prosperous, for the first signs of financial depression are always shown by dullness of all trade in articles designated luxuries. This is the center of the music trade of the Peninsula, and Ward and Fleming, leading dealers in pianos and organs, report that trade has been steadily on the increase and they confidently look forward to a continuation of this healthy state of affairs. Although it has been established less than two years this firm has made remarkably rapid progress and is now doing the largest business in the sale of pianos and organs on the Peninsula. Their trade extends as far down as the Northern Neck of Virginia, where they have many patrons, and also throughout Delaware, where they formerly had headquarters.

The present office of the firm is at the corner of Railroad avenue and Isabella street, where they have an office and large showroom 25x30 feet.

range made in Ohio by the Loyal Steel Range Co., and besides embodying all the good points and discarding the bad ones of the old style range, it has marked improvements which place it in a class all its own. It is steel bodied throughout and its many good points make a strenuous appeal to every housewife who wants only the best of everything in her kitchen. This range is sold exclusively in this section by Hughes & Co., who are associated with the firm of Ward & Fleming.

## SAMUEL P. WOODCOCK,

## REAL ESTATE BROKER.

In every community will be found a small coterie of men who by reason of their progressiveness and patriotic public spirit devote much of their time and money to the advancement



SAMUEL P. WOODCOCK—PIONEER AND ONE OF THE MOST SUCCESSFUL REAL ESTATE DEALERS ON THE EASTERN SHORE.

of their home town. In Salisbury and in the front rank of such men must be named Mr. Samuel P. Woodcock, the pioneer real estate dealer of our city. By nature a hustler and a generous user of advertising ink he has spread the fame and name of our fair town throughout the length and breadth of the country, and has brought to the Eastern Shore a large number of prosperous citizens representing almost every State in the Union and Canada. His publication, the Real Estate Journal, and its supplements, together with his illustrated catalogues and lists, contain much valuable information about this garden spot of the world, and can be had for the asking, together with such other information as may be had only from men of the ripe experience and practical training of Mr. Woodcock. His knowledge is always at the disposal of visitors, be they sightseers or prospective purchasers, and his opinion asked and given is that of a man whose word is his bond. He has sold many beautiful sites along the water front, and now has for sale many more that are each year coming more into demand and increasing in value. He has also many bargains in grain, truck, and fruit farms, for which the Eastern Shore is famous the world over. His lists also include many valuable properties in Salisbury, and in East Church, extended, he has just completed the grading and plotting of a piece of land containing 293 building lots. This is a most desirable section, and will prove a valuable and beautiful addition to the city. The lots are now cheap, and the prospective buyers should be quick to take advantage of that fact. Personally Mr. Woodcock is one of our most popular citizens with a host of friends who are glad of the success he has achieved in his chosen vocation. He was born and raised in Salisbury, and learned the watchmaking trade under his father, the late A. W. Woodcock, who was the first man to ship strawberries from Salisbury. This was in 1868, and was the beginning of the production of this luscious fruit which has made the Eastern Shore known throughout the United States. The trade proved too confining for young Woodcock, however, and for a time he tried farming, and then went

on the road as traveling salesman for a large wholesale shoe house. His territory covered 17 States, from Florida to Minnesota, and, in these travels, as he aptly puts it, he discovered there was but one Eastern Shore, and returned home and embarked in the real estate line, in 1895, the first to locate in Salisbury. Each year has seen a most gratifying increase in the business, until today it stands far in the lead of all competitors. Mr. Woodcock is extensively engaged in farming, and is now operating five farms, the principal one being the beautiful estate of 400 acres, near Salisbury, noted for its fertility and as the birthplace of Col. William Leonard and Prof. W. F. Massie.

Distant relatives seldom attend the funeral of a man who dies poor.

It is far easier to say you do just as you please than it is to do it.

gentlemen's furnishing goods, shoes and notions to be found in this section of Maryland, Virginia and Delaware, and his prices are most reasonable when the kind and character of the goods handled by him are taken into consideration. He is one of the leading merchants of Salisbury, and has by years of fair dealing and honest endeavor built up a splendid business and a reputation of which he has a right to be proud. There is nothing needed by the man who likes to dress well that cannot be found in his stock, which comes from the finest manufacturers in the country, and Mr. Whiteley is a gentleman who may be thoroughly trusted at all times.

Probably the most unnatural of mothers is the incubator.

Even the dignified man would rather bend a little than go broke.

## HARVEY WHITELEY,

## CLOTHING, GENTS' FURNISHINGS, SHOES.

No matter what may be said to the contrary, clothes do have a great deal to do with making the man with a great many people at least. How are we to judge of a man's status unless by his personal appearance? We may make a mistake, but surely, for the man who is careful with himself will in all probability be careful in business and social life. If he wears good clothes he is likely to have good thoughts. There is no reason with the prices of goods as low as they are, why everyone should not be well-dressed, no matter how modest their income may be, and they can be if they make it a point to deal at the establishment of Harvey Whiteley, 205-207 South Division street. Mr. Whiteley carries one of the largest and most varied stocks of clothing,

## THE FADED VIOLET.

What thought is folded in thy leaves!  
What tender thought, what speechless pain!

I hold thy folded lips to mine,  
Thou darling of the April rain.

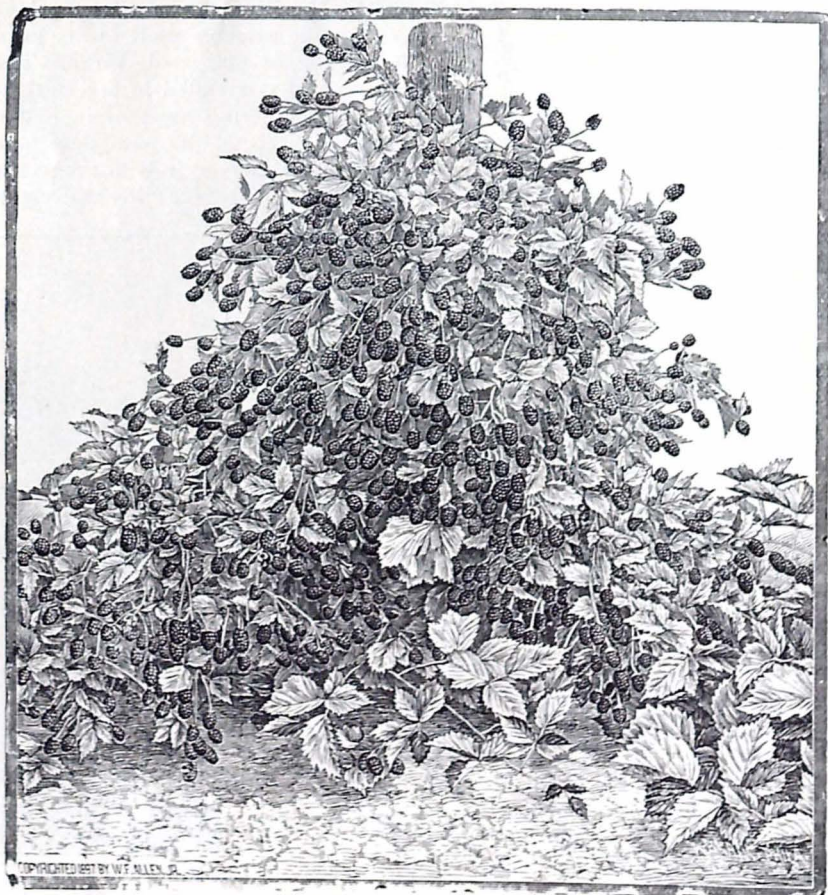
I hold thy faded lips to mine,  
Thy scent and azure tint are fled—  
O dry, mute lips. Ye are the type  
Of something in me cold and dead.

Of something wilted like thy leaves;  
Of fragrance flown, of beauty dim;  
Yet, for the love of those white hands  
That found thee by a river's brim—  
That found thee when thy dewy mouth

Was purpled as with stains of wine;  
For love of her who love forgot  
I hold thy faded lips to mine.

That thou shouldst live when I am dead,  
When hate is dead for me and wrong;

For this I use my subtlest art,  
For this I fold thee in my song.



BLACKBERRIES GROWN NEAR SALISBURY.



## OH, FOR THE SOUTH!

In "Facts About the South," by R. H. Edmonds, we read that the material progress of the South during the past ten years is strikingly illustrated by its production during that period of:

103,639,000 500-lb. bales of cotton.  
5,606,441,899 bushels of corn.  
685,126,941 bushels of wheat.  
659,037,244 bushels of oats.  
120,000,000,000 feet of lumber.  
571,629,336 tons of coal.  
263,839,252 barrels of petroleum.  
27,342,566 tons of pigiron.  
15,692,158 tons of phosphate.

R. FRANK WILLIAMS,

REAL ESTATE BROKER.

Real estate dealers have about as much to do with the development of a section as any other class of men, and a great deal more than the majority of even the most progressive and public spirited citizens. It is to their interests to let the outside world know the advantages offered to investors and settlers of the section in which



R. FRANK WILLIAMS.

they are located, and they do this at every opportunity; in consequence of which many of the new industries with the benefits which follow in their wake can be traced, both directly and indirectly, to the efforts of the energetic real estate broker. One of the most wide-awake of this useful class of citizens located in Salisbury, and one who is thoroughly acquainted with property conditions in this section is Mr. R. Frank Williams, who has for a number of years been located at the head of Main street, where he has attractive and conveniently located offices. Mr. Williams is a native of Salisbury, and during the years he has been in business here has managed a number of important transactions. He has large lists of bargains in grain, grass, stock, fruit, truck and poultry farms, and is always glad to give any information to enquirers who are interested. By his uniformly courteous treatment he has been instrumental in doing much toward the development of the resources of the Eastern Shore, in the future of which he has the greatest confidence. Mr. Williams also negotiates loans and mortgages on properties and conducts one of the largest and most successful general real estate businesses in this section. Mr. Williams is noted for his public spirit and has done much for the welfare and advancement of Salisbury.

DOODY BROTHERS,

GROCERS.

There is nothing more attractive than a well arranged, modern grocery store that keeps up with the times and is always completely stocked with pure goods. The many artistic ways in which meats, vegetables and fruits are carried makes it possible with a not very large expenditure for the enterprising dealer, no matter how busy he may be, to make a good showing and he will soon find that the public prefers to patronize a store where attention is paid to such things. From a sanitary standpoint the custom, so fast growing, of putting almost everything up in hermetically sealed jars and cans cannot be too highly commended, for by this means all dust, dirt and microbes are kept out. The old way of keeping goods in bulk is

fast passing as it should have done long ago. One of the most attractive modern grocery stores to be found in Salisbury is that of Doody Brothers, which is located at the corner of Main and Mill streets. This firm does a

business, which has been an unqualified success, much to the gratification of his host of friends.

Be careful the twins do not grow up accustomed to double dealing.

community are so proud and any of them for whom he has worked are always ready to recommend his skill and absolute reliability. Mr. Williams is a native of Salisbury, but has visited nearly half the States in the

W. SIDNEY GORDY.

INSURANCE.

Some people have to be taught by bitter experience to insure their property against loss by fire, while others are willing to learn the lesson by the experience of their neighbors. Although many years have passed since the great Salisbury fire that nearly wiped the city from the map, it is still remembered by many, and it would be difficult to find a better lesson with which to teach the value of insurance. Everyone insures nowadays, but it is the wise man who sees to it that his insurance is placed by an experienced agent with a sound company. It is only then that he can feel safe in the knowledge that his property is fully protected against loss.

Since he established his agency in Salisbury, in 1886, Mr. W. Sidney Gordy, who represents thirteen of the strongest companies in the world, has placed the insurance on some of the most valuable property in this city and section. He has made an exhaustive study of insurance and is familiar



W. S. GORDY.

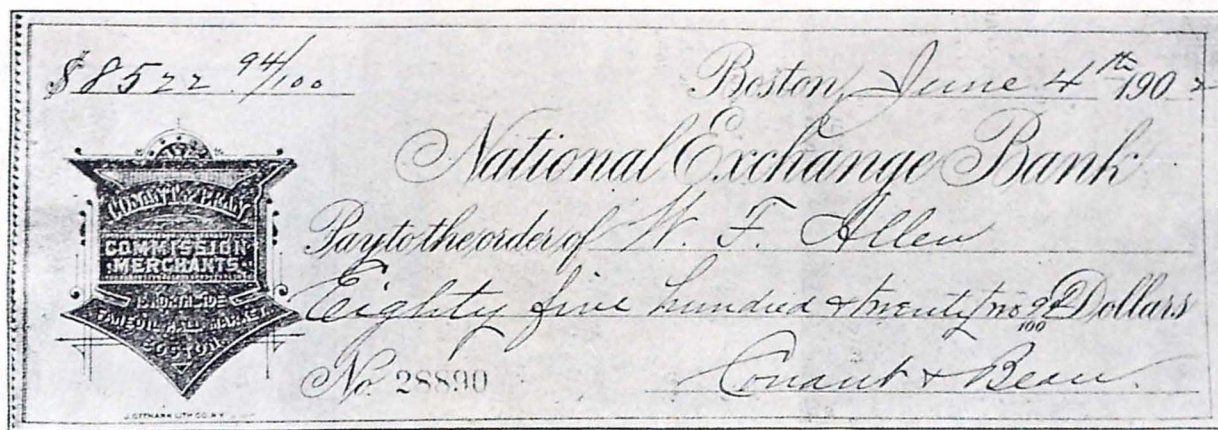
with its every detail. This experience is of the greatest value to his many patrons, for few persons are in a position to know the strength and weakness of the hundreds of companies. This is Mr. Gordy's business, and that he knows it like a book anyone who has done business with him can testify. He has attractive and convenient offices at 102 Main street, and represents the Continental, Home, Sun, Hamburg-Bremen, Northern, National of Hartford, Pennsylvania, St. Paul, Farmers', Fire Assurance, North American and the New York Underwriters. Mr. Gordy is a native of this city and has served a term as sheriff of the county. He is recognized by all as a gentleman of splendid business ability.

LEE L. FIELDS & CO.

GROCERS.

There is no one branch of mercantile life in which there has been such a radical change in the last few years as in that of the grocery business, and in this change both the grocer and his patrons have been benefited. The old-fashioned grocery store, in which most of the foodstuffs were kept in bulk in unsanitary, ily-ventilated bins, has given place to the modern store, with its shelves filled with hermetically sealed cans, bottles, jars and packages, the contents safe from contamination by all sorts of poisonous germs and flying particles of dirt. Looking at the neat and attractive stores of the present, we cannot help wondering why the long-suffering public ever stood for so long a time the old-fashioned grocery store so dear to the heart of the lounge and neighborhood gossip.

The establishment of Lee L. Fields & Co., 103 Division street, is a model store of the modern type, and it is a delight to visit it. Everything is always kept as neat as a new pin, the shelves are stocked with the best and purest groceries of every kind and his produce is always fresh from the nearby farms. His store has a frontage of 22 feet on Division street and a depth of about 80 feet, giving him a large space in which to display his immense stock of goods. It is just at the head of Main street, and occupies the most



A CHECK THAT MAY GIVE SOME IDEA OF THE QUANTITY IN WHICH FRUIT IS SHIPPED FROM HERE.

GEORGE L. WILLIAMS,

PAINTER AND DECORATOR,

Artistic painting and decorating is a branch of the building trades, the importance of which cannot be overestimated, for as much depends upon his taste in the making of a beautiful home as upon the talent of the architect, who draws the plans, the skill of the contractor in carrying them out,



CRIMSON CLOVER.

or the honesty of the merchant who furnishes the materials. Indeed so far as the appearance of the house is concerned he has more to do with it, for no matter how well the others may have performed their work he can do much to spoil it by not making the proper use of his colors. An

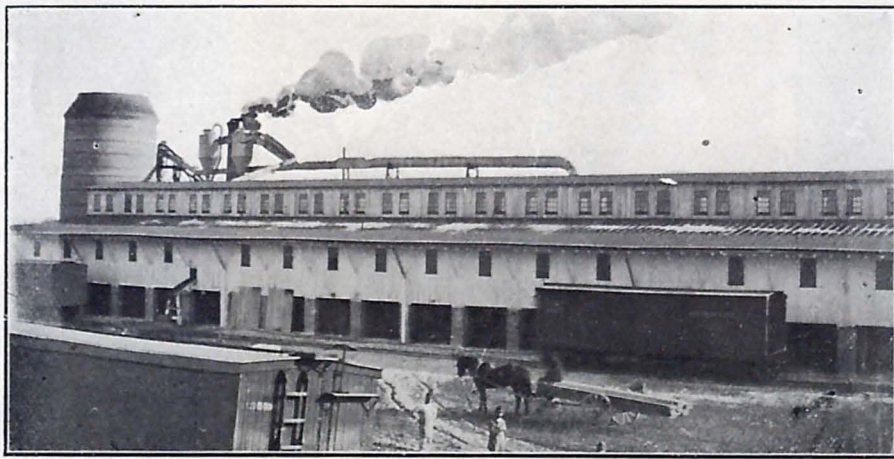
Union. He learned his trade in Philadelphia, and has practiced it for 36 years. Four years ago he returned to Salisbury, for after seeing the greater part of the country he concluded that there is no better place on earth than this town of his birth. In fraternal circles he is both popular and prominent in the Order of Odd Fellows and the Masons. He is public spirited and progressive, being ever ready and willing to lend a helping hand to any cause that is for the welfare of old Salisbury.

GEORGE W. PHIPPS.

JEWELER.

When buying jewelry always make it a point to go only to the best and most reliable jeweler that you possibly can reach, and steer clear of the man who offers you cheap goods. Genuine jewelry is always worth its market price. It is one of the best investments that can be made, an investment that can be quickly realized upon at any time at very nearly the price paid, and often an advance. The purchase of cheap jewelry, on the other hand, with which the country is flooded, is almost worthless, and after a short time entirely so.

For the past twenty-three years the firm of the late George W. Phipps has been in business in Salisbury, and during that time a reputation has been built up throughout this section for fair and honest dealing in the best class of goods that is not surpassed anywhere by anybody. Mr. Phipps died about two years ago, but the business was continued by his widow at the old stand, 305 Main street. The many patrons of Mr. Phipps have remained loyal, and the success attained by him has been unabated under her ownership. The business is managed by Mr. W. W. Mitchell, who for seven years before the death of Mr. Phipps was his right-hand man. He is a practical watchmaker and jeweler of the highest class, and has kept the business up to the high



EXTENSIVE LUMBER PLANT OF THE JACKSON BROS. COMPANY.

and mules a month. His fairness and honesty are proverbial and unquestioned or he would never have been able to have remained in business all these years selling to the same patrons time and again. Capt. White is a product of Salisbury, where he was born. He came of a sailor family, and for some time followed the water and became commander of one of the State police boats, in which position he made a most excellent record. Ten years ago he retired to his farm, but a more active life called him again and he went into lumber milling, leaving this to establish his present

inartistically painted house is an offense to every lover of the beautiful and from a financial point of view loses much in value. Mr. Geo. L. Williams, whose place of business is located at 1207 N. Division street, has had the contract for painting many of the handsomest houses and business houses in Salisbury and the surrounding country, among which we may mention the News Building, the residences of Augustus Toadvine, Robert D. Grier, Geo. T. Huston, Frederick Smith, St. Andrews Church, etc. He has done much to add to the beauty of the city of which the people of this

standard set by his deceased employer. The store, which has been at the present location for the past seventeen years, is beautifully fitted up and the stock of watches, clocks and jewelry is one of the finest and largest on the Eastern Shore. Mr. Mitchell makes a specialty of the repairing department and has brought it up to a very high state of efficiency, many of the most discriminating people of this section being among the patrons of this most attractive store.

Among poets we might appropriately place Hood at the head.



central location of any grocery store in the city. Mr. Fields is also building up a wholesale business, in which he has met with encouraging success. He is still a young man, was born in Wicomico county and has been in business for himself about two years.

#### GEORGE E. SERMAN.

#### CHIEF OF THE FIRE DEPARTMENT.

Ceaseless vigilance, a knowledge of machinery, a fearlessness in the face of danger and the faculty of controlling men are some of the few traits that are required of the successful chief of a fire department. It is a position requiring a man of unusual strength of character as well as physical perfection and but few men can



GEORGE E. SERMAN.

measure up to the position. Salisbury is to be congratulated on having as the head of her department such a man as her George E. Serman, who has since January 17, 1900, been its chief. Mr. Serman is a born firefighter; he takes the greatest pride in having the best fire department under his command on the Eastern Shore and although since he has been at its head there have been no very disastrous conflagrations he has always shown a remarkable aptitude in suppressing those that have started. Promptness is the most valuable characteristic of a fire department. If a fire is extinguished in its incipency thousands of dollars are saved, but if it once gets a good start the whole city is in danger, and promptness is one of the principal traits in the makeup of our chief. He is always ready for an emergency; his machines are kept in perfect repair and the organization he has brought together is composed of some of the boldest spirits of the city, who know no such thing as fear. In addition to his duties as chief of

George E. Serman & Sons, who do the largest horseshoeing business in this section. Although he is still the senior partner, he leaves the active management of the business to his sons, who are both practical men and veterinarians, as their father is also. All are public-spirited and excellent citizens.

#### THE DREAMER.

The dreamer dreamed and the busy world

Passed by with a mocking smile.  
As it went in search of the world's rewards,

But the dreamer dreamed the while.

He saw the world as the world should be

When longer years had run,  
And the world but paused in its work to ask:

"Pray, what has the dreamer done?"

Yet ever the dreamer dreamed his dream

Until, in some wondrous way—  
As the water springing in deeps of earth,

Finds passage to upper day—

The dreamer's dream found the man of power—

'Tis strange how men's lives are knit—

Who knew not the dreamer, but took his dream

And transformed the world with it.

The world bows down to the man of power—

Forgotten the dreamer dies;  
Yet the dream he dreamed is the secret force

That has forged man's destinies.

#### CHAS. M. MITCHELL.

#### POOL AND BILLIARDS.

Games of science and skill, such as pool and billiards, are admitted by the greatest authorities to be of infinite benefit as a rest for the mind burdened with the business cares of life and also admirable exercise for those who lead sedentary lives in offices and stores. Some of the greatest and most intellectual men the world has ever known have been enthusiasts and splendid players. These games have their most ardent and public support and many of the best ministers in the country are proud to be known as expert players. Many unthinking people are opposed to them as they are, in fact, to every amusement, but if they would only consent to see the game they would doubtless become devotees. Most of them simply oppose the game because a few pool and billiard rooms are connected with

of cigars, tobacco and other smokers' supplies are kept constantly on hand. This favorite resort was established about 14 years ago and during all this time has had the patronage of the best people of this community. Mr. Mitchell is a native of Salisbury, where he has lived all his life and has a host of friends. He has one hobby and it is a most curious one—that of raising wild ducks and geese. He has a small farm, just outside of town, and about three years ago he came into possession of some wild duck eggs, placed them under a domestic fowl and has succeeded in raising a most peculiar family.

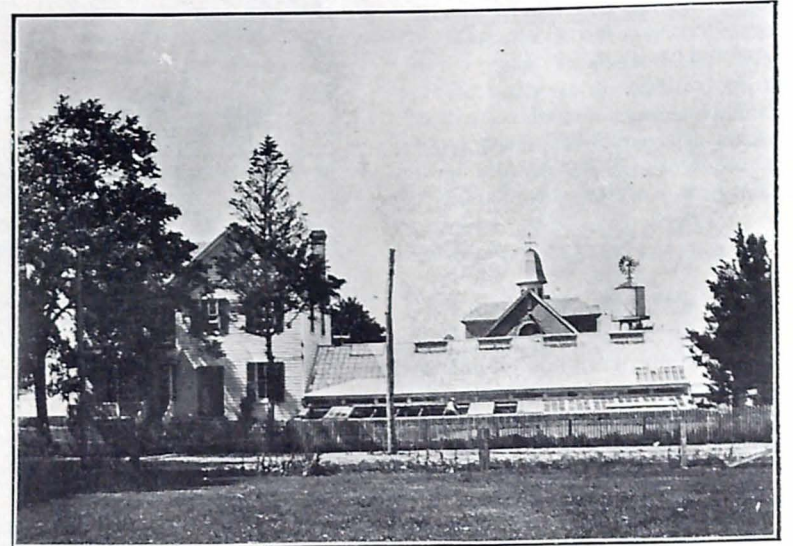
#### W. C. POWELL.

#### BRICK CONTRACTOR.

Among the many contractors engaged in business in this vicinity none stand higher in the estimation of our people than does Mr. Wm. C. Powell, of 207 East Church street, and who is a leader among the men engaged in this line of work. Mr. Powell's fame has already extended far and wide as a contractor. His abilities in this direction are unsurpassed, as his long experience enables him to compete successfully with the oldest established people in the business. Mr. Powell learned his trade in Salisbury, under some of the very best masters of the calling, and then made his way to Philadelphia, where he soon became well known as a man who thoroughly understood every detail of the busi-

ness, while thousands of the most exquisite plants and flowers are to be seen of every description and of both exotic and indigenous cultivation. Flowers of every hue, and the fragrant aroma arising from the different natural plants fill the atmosphere of the greenhouses, making them redolent

ern conditions have made it a most formidable rival. When the housewife can get the same things at the same prices within a few yards of her door she does not care to dress and go down town for them, simply because the stock happens to be a little larger. The suburban grocer and



CONSERVATORIES—SALISBURY FLORIST CO.

with sweet smells, and presenting the appearance of tropical beauty and odor. Great care and attention are bestowed upon the cultivation of these plants, and as a result they bloom in perennial splendor under the excellent treatment of Mr. Wrede. Here visitors find no trouble in being able to

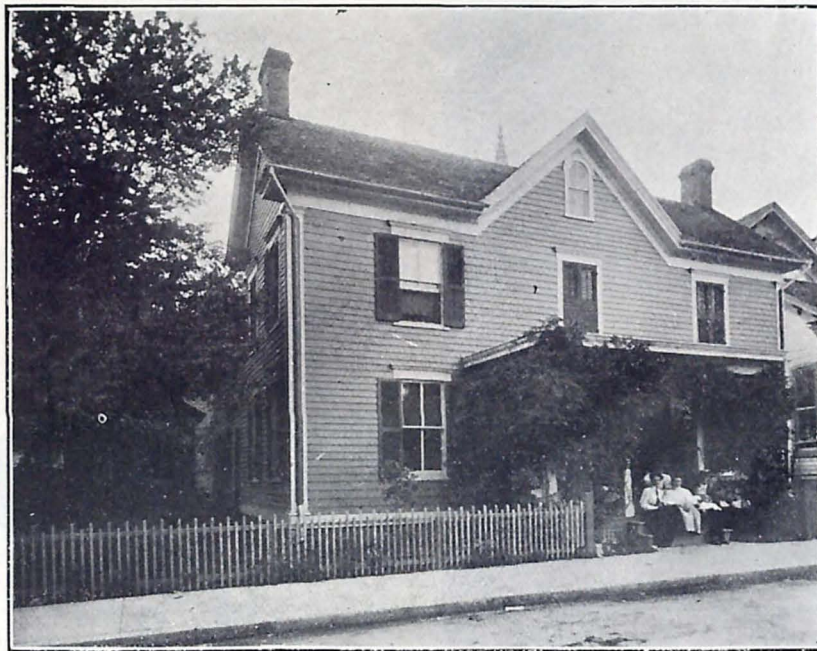
produce dealer have identically the same thing and in many cases his prices are lower because he is not laboring under the expenses his competitor has to meet. Located in a section of the city that is being rapidly developed is the general merchandizing store of Mr. A. J. Moore, 220 East Isabella street. Here can be found, at all times, a new and complete stock of groceries, produce and general merchandise, and there is scarcely anyone in this neighborhood who are not customers of this store.

Mr. Moore has a typical, modern store, and has shown the greatest enterprise in supplying his customers with the best in the market. Country produce is bought and exchanged and his customers are assured of the good things of life, fresh and crisp from the gardens of the county, at most reasonable prices. Mr. Moore is a native of Salisbury, and no one knows better than he does just what the people want.

#### C. E. DUFFY & SON.

#### PRACTICAL HORSESHOERS.

There is no institution of a community located in an agricultural country that is more absolutely necessary than a first-class horseshoeing shop. It has played a prominent part in the progress and growth of many a flourishing locality, and in thousands of instances it was the first building ever erected on the site and formed the nucleus around which the future metropolis was built. The business of horseshoeing has been carried on for many years by Mr. C. E. Duffy, on East Camden street, near the bridge, and he is perhaps more widely known throughout a more extended area of country than any man in the business on the Shore. This is but illustrated when the fact is mentioned that it is not an infrequent thing for him to have horses waiting to be shod in his shops at the same time from Virginia, Delaware and Maryland. His specialty is high-class horseshoeing and the making of shoes for speed horses and special shapes for horses that interfere and for the general treatment of the feet, also stocks for horses in shoeing and the treatment of the feet. The trade of C. E. Duffy & Son includes some of



RESIDENCE OF W. C. POWELL.

ness and one upon whom the most thorough reliance may be placed. In Salisbury he did the expert work upon the handsome Masonic Temple, although he was not the contractor, and scores of other buildings are pointed out as lasting specimens of his handiwork. The greater portion of his building has been in Delaware and Virginia, where he has a splendid reputation, both as to ability and thoroughness, and is now engaged in erecting a very large and handsome building block in Georgetown, Del. Since the big fire at Stockton, Va., every structure but one that has been built to take the place of the old ones has been the product of his skill, and an inspection will show all his work to be of that substantial kind, so much needed in modern buildings of all kinds. Like most men who have made their mark in the work Mr. Powell is the possessor of a home, which is a real home—for he is its owner. It is a beautiful little place on Church, near Division street, with all the comforts that go to make a peaceful abode of this kind. While Mr. Powell may be termed a "home man," he manages to find time to devote to several social organizations, for he is a popular and prominent member of the Masons, Red Men and Knights of Pythias and Modern Woodmen.

#### SALISBURY FLORIST COMPANY.

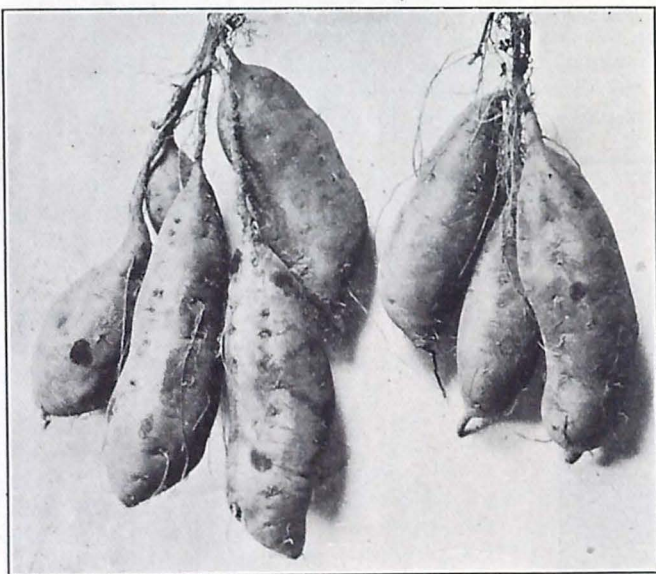
The Peninsula has long been recognized as a land of flowers and beautiful homes, and here in Salisbury, under the management of Mr. Frank Wrede, is conducted one of the most extensive conservatories to be found in Eastern Maryland. It is located on Wicomico street, and is supplied with every requisite for the

give vent to their desire by finding the proper floral tributes to be placed upon the graves of loved ones. Here, too, sweethearts, brides and grooms find just what they want in presents for tokens of love and esteem. Flowers are furnished at the shortest notice for all occasions, and are delivered free to any part of the city. Mr. Wrede, the progressive manager, is the right man in the right place, for he understands the wants of the people of Salisbury, and is thoroughly familiar with every branch of the business.

#### A. J. MOORE,

#### GENERAL MERCHANDISE.

When one comes to compare the grocery store, located in the residential section of the city, with that in the business section, the former does not suffer in any way for mod-



CEDARVILLE SWEET POTATOES.

the fire department, Mr. Serman is also the street supervisor and it is his duty to see that the streets of the city are kept in repair and well cleaned. How well these duties are performed is palpable to every eye, for Salisbury is noted everywhere for the cleanliness of its thoroughfares. Mr. Serman introduced the modern street sweeper drawn by horses and the streets are swept during the early morning before business begins. There are no streets in any town on the Peninsula to compare with those of Salisbury and others are now being laid with improved paving.

Mr. Serman is a blacksmith by trade and is still the head of the firm of

saloons and forthwith make a wholesale denunciation of both.

Even these people would become converts if they could visit the attractive pool and billiard room of Mr. Chas. M. Mitchell, at 103 Dock street. Here they would be able to see the game at its best with all the objectionable features eliminated and meet some of the best people of Salisbury and the surrounding section. These parlors are one of the most attractive resorts in town. The tables of Mr. Mitchell are always kept in the best of condition and are a delight to every lover of these games. Connected with the parlors is a comfortable smoking room and a fine stock of the choicest brands



BURRELL GEM CANTELOPE.



the most discriminating horse and mule owners on the Peninsula, who come scores of miles and pass dozens of blacksmith shops to give their work to him. Associated with Mr. Duffy is his son, Ralph C., a chip of the old block, and a practical man in the best sense the term is used. The shop now occupied by the firm is comparatively new, and was built by Mr. Duffy, specially to suit his ideas. It is thoroughly equipped with all the most improved appliances and tools for the conduct of a first-class business, such as the firm of C. E. Duffy & Son carry on. Both gentlemen are of the progressive kind, the kind that has made America what it is today.

#### HUSTON SONS' COMPANY.

#### MANUFACTURERS OF STRAW-BERRY CRATES AND SHOOKS.

Naturally the situation of Salisbury in the heart of one of the greatest trucking sections in the country has made it a centre for the manufacture of crates and shooks in which to ship these products of this garden spot of



GEORGE T. HUSTON.

Maryland. This industry is carried on here extensively, the largest establishment being that of the Huston Sons' Company, near the depot of the N. Y., P. & N. R. R. Company, which furnishes the most convenient line for shipping. This company was formed about two years ago, succeeding the Gordy-Truitt Company, in which the president of the present company was a large stockholder. Since the reorganization and change of name the facilities have been much improved, and so large has become the demand for the superior products turned out by it that a new plant is now in course of erection alongside the railroad tracks. This will be one of the largest

an interest in the Jackson Lumber Mills, and comes of one of the oldest Salisbury families, the annals of the county mentioning the Hustons over 200 years ago.

#### VAUGHN S. GORDY,

#### GROCERIES.

What a contrast there is between the clean, attractive modern grocery store of the present and the musty, ill-arranged one of the past! In nothing has greater progress been made during the past few years than in the grocery business, and the merchant who has not had the acumen to keep up with the procession, cut out all adulterated goods and conduct his store along sanitary lines is bound to be left behind in the strenuous race for trade. One of the most attractive stores in the city is that of Mr. Vaughn S. Gordy, which is located at 251 Main street, at the head of Dock. Here will always be found one of the freshest and largest stocks of fancy and staple groceries, vegetables, cakes and confectionery there is in this section and always the same polite and courteous treatment is accorded to every customer. This store is always kept as neat as a new pin and "Purity" seems stamped upon all the goods to be found there. Mr. Gordy has been in business for five years, having removed to Salisbury from the country, where he was engaged in farming. He made a distinct success of his venture into trade from the very first and has built up a large and flourishing business among the most discriminating housekeepers of the city. All goods are promptly delivered and his prices will be found as low as the lowest. Mr. Gordy is a gentleman who has ever shown a public spirit and is an excellent citizen in every respect.

#### BUILD SHIPS.

Our relations with South America must be clinched at last by the natural interests of commerce. And this commerce must be carried on in ships. One great steamer flying the Stars and Stripes in South American ports will be more effective than one thousand speeches! A fleet of ocean carriers flying the flag will bring South America closer to us than all the ceremonies, buildings and speeches imaginable.

Acres of ground, grand buildings, fine speeches, but not one cent for ships is a ridiculous paradox.

"Do you know anything about the poetical fire?" asked the interviewer.

"I must confess that I do not," sighed the garret bard. "Very few poets can afford a fire."



PASSED ON THE B. C. & A. R. R.

and most complete that could possibly be designed, and will have an output greater than that of any similar factory on the Eastern Shore. It will be equipped with the most modern improved machinery, and will add another to the large industries of the city. The building will be a frame structure 70 by 80 feet, and will be two stories in height, giving a floor space of about 12,000 square feet. It will be a model plant, for its projectors have studied the situation with the greatest care and have profited by their long experience in designing it. The company is composed of Mr. George T. Huston and his three sons, William, Robert and Marion. The senior partner is the manager and has

#### DANIEL E. PARKER.

#### CONTRACTOR AND BUILDER.

Contractors and builders are one of the principal standbys of every community, and if a city does not possess reliable and skillful men to build its houses it is lacking in one of the most essential of rapid growth and progress. Houses for either business or residential purposes must have stability as well as beauty to attract the homeseeker, and the fact that those of Salisbury have both speaks volumes in praise of the men who put up its buildings.

Mr. Daniel Parker, who lives on

Church street extended, just opposite the race track, is the youngest of the leading contractors in point of years, having only begun business about four years ago, but during that short time he has proven that he has a right to the high place he has won for himself and has built up a large and growing business. Mr. Parker has paid particular attention to residences, and in this city of homes some of the handsomest residences are the work of his



HOME OF DANIEL E. PARKER, EAST CHURCH STREET, EXTENDED.

hands and brain. He has done a great deal of building on East Church street, including that of his own home, which he designed and constructed, and during the past season has built houses to the value of over \$20,000 in that rapidly growing section of the city. Some of the residences that have been built by Mr. Parker and are specimens of his work are those of Dr. Dick, D. J. Ward, S. K. White, George Gordy, J. G. West, E. S. Truitt, Charles Hearn, E. W. Truitt and W. C. Gullett. Mr. Parker was born in Wicomico county, where he learned his trade, and came here four years ago. He is public-spirited and progressive.

#### W. H. ROUNDS,

#### STAPLE AND FANCY GROCERIES.

To be the oldest merchant in the city, and still be one of its most active and energetic citizens is a distinction that is enjoyed by Mr. William H. Rounds, who conducts one of the largest grocery stores in Salisbury, on Dock street, near Main. Mr. Rounds has been at his present location since June, 1873, except for a short time after the great fire, when his store and nearly everything he possessed was destroyed. But he is a man of sanguine temperament and the ashes had hardly cooled on the site when he began the erection of his present large two-story brick warehouse and store, where he has since done a large and flourishing business without a day's interruption. This is the spirit he has shown all his life, from his boyhood days, when he was left an orphan, up to the present when in his old age he is one of our most respected merchants and the oldest. Mr. Rounds was born in Wicomico county, about four miles from the city, and in his younger days was a carpenter. He lived for a time in Wilmington, but came to Salisbury in early manhood and went into the grocery business on his own account. He was successful from the beginning, has always been a hard worker and has done his part in making the city what it is today. He takes an active part in the work of the Methodist Protestant Church, serving as steward and trustee. Mr. Rounds is public spirited and is regarded as one of our very best citizens.

#### FIELDS & BOUNDS.

#### RETAIL GROCERS, FLOUR, FEED, TOBACCO, POULTRY.

Young men are making their mark today in every walk of life, as they have never done before, and they will be found well to the front everywhere. Time was, and not very long ago at that, when a man never thought of entering business for himself until he had reached middle age.

But times have changed and at present it is no unusual thing to find a young man of 25 years at the head of a large and flourishing business, having out-distanced many much older competitors. The firm of Fields & Bounds is a case in point. Two years ago they bought out the grocery business of C. L. Dickerson, at 501 Main street, and started out on their own account as dealers in all kinds of groceries, flour, feed, cigars, to-

houses of all sizes and styles. All of his contracts were finished on time according to specification, and it is a proud reflection on his part that he has always done solid, honest work. During the building season he keeps a large number of hands busy, every one of whom is a thorough mechanic. Mr. Johnson being a practical and experienced carpenter and cabinetmaker does a large amount of job work in the way of fitting up stores and offices. He likewise pays special attention to the laying of fancy floors, at which he is an expert. While Mr. Johnson may be regarded as a strictly business man he still manages to devote some of his time to the social side of life, for he is a popular and prominent member of the Odd Fellows, Knights of Pythias and the Modern Woodmen.

#### C. E. BENNETT,

#### GENERAL MERCHANDISE.

There is no business in which greater improvements have been made during the past few years than in groceries, dry goods and general merchandise. The old-fashioned store with its out-of-date methods has given place to the modern establishment in all cities like progressive Salisbury.

Among the most modern and progressive merchants in Salisbury is Mr. C. E. Bennett, who conducts one of the most complete stores for the sale of groceries, confectionery, tobacco, cigars and general merchandise to be found in this section of the Peninsula. He takes pride in making his establishment a leader, and he has amongst his patrons some of the most discriminating people of the city, who have confidence in the fact that at



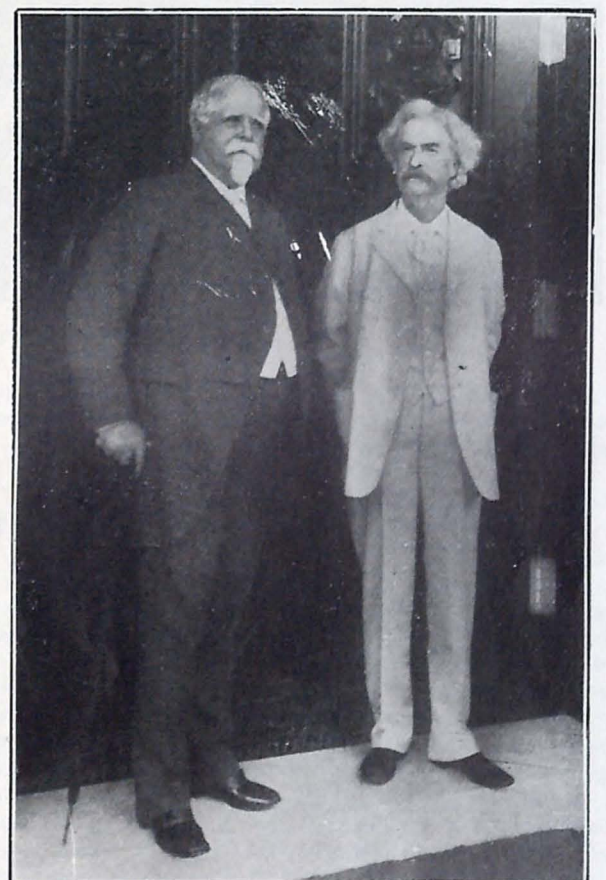
C. E. BENNETT.

this store they will always get the best goods it is possible to procure. The store rooms, at 1505 East Church street, are attractively fitted up, cleanliness is the order of the day, and goods are delivered to every part of the city, without extra charge. Mr.

#### J. WOOLFORD JOHNSON.

#### CONTRACTOR AND BUILDER.

Among the very best contractors and builders of Wicomico county is Mr. J. Woolford Johnson, of 603 Park street. He has been established about 15 years, and has during that period been most prominent in his line of trade. He has had a large share of the public confidence and patronage, having erected scores of handsome



MARK TWAIN'S LAST VISIT TO MARYLAND. FORMER GOV. WARFIELD TO LEFT.



Bennett established his present business in 1894 and from the very beginning he has made a pronounced and gratifying success in his venture. He is one of the most popular men in Salisbury, and has a wide circle of friends throughout this section, who are glad to hear of his success. Mr. Bennett is a member of the City Council, and has made an enviable record as a public servant, being always a supporter of every measure that is for the up-building of the city.

THEODORE W. DAVIS,  
PAINTER AND DECORATOR.

Nothing adds so much to the attractiveness of a house as a fresh coat of paint; it is like a new suit of clothes to a man, and a dainty frock for a woman. No matter how well built the house may be, it can be spoiled by the painter, unless he



T. W. DAVIS.

thoroughly understands his business, employs skilled workmen, and uses the best of materials. There is an idea prevalent with a great many people that anyone can paint a house, all that is necessary are a couple of buckets of paint and a brush. When we see the hideous results of this idea occasionally, it is enough to make one shudder, for the whole appearance of what would otherwise be a beautiful home has been spoiled by the attempts of an amateur for the sake of saving a couple of dollars. Located here in Salisbury is the establishment of Mr. Theodore W. Davis, one of the most artistic house and sign painters to be found on this entire Peninsula. Mr. Davis is an eminently practical man and has worked at his

## EASTERN SHORE COLLEGE.

That the business college has been a distinct success any business man will tell you. In the old days the young man or woman was taught at the store or office before being given a position of responsibility or trust, but modern business methods have undergone a great change. In these days of rush and hurry no business man is going to give up his valuable time to train a young man or woman. What he wants is one already trained who can without any worry on his part fill any position he has to offer. This is the want that the business college has filled. Without such a training the young man or woman just entering upon a career is heavily handicapped, and, in fact, is almost out of the race.

Located here in Salisbury is one of the best institutions of this kind in the country, and its phenomenal growth is the best evidence that can be given that its methods have met with success. The Eastern Shore College is a monument to the untiring energy and perseverance of Mr. Myron T. Skinner and the excellent faculty he has gathered about him, and it is to them that the credit is due, for the institution was started in the most modest way and without endowment. This was four years ago, and Mr. Skinner received but little encouragement. He started in a single room with fifteen pupils. Today the school has a beautiful building, excellent accommodations and equipment and an annual enrollment of over 100 pupils. This has been accomplished by hard, unceasing work, a determination not to be discouraged and a confidence that never faltered.

Mr. Skinner had well-defined plans when he started the college, and he has them yet. He did not follow any beaten track and his methods were in many cases original. He has a way of inspiring his pupils to great effort, imparts to them his own enthusiasm, and the consequence has been that success has crowned his efforts to a remarkable degree.

The institution is located in a commodious building opposite the courthouse, on the banks of Lake Humphreys, and the situation is ideal. The entire building is occupied by the school. One block away is the post-office and the main business streets of the city. The quiet is conducive to study, and yet enough of the noise of traffic is heard to give the air of business necessary to a business school. The officers are: Hon. Charles F. Holland, president; Hon. Charles R. Disharoon, vice-president; Rev. T. E. Mar-

## L. P. COULBOURN CARRIAGE &amp; WAGON COMPANY,

## CARRIAGES, WAGONS, CARTS, DEARBORNS.

The making of a good carriage or wagon is something that is given to few men in these days when the big



RESIDENCE OF L. P. COULBOURN, SOUTH SALISBURY.

factories in the West turn them out by thousands with the aid of machinery and it bids fair to become a lost art. Yet everyone knows, who knows anything whatever on the subject that the hand-made or partially hand-made vehicle is immeasurably superior to the machine-made article, is more reliable and will outlast it every time. Right here in Salisbury this character of vehicles are being turned out by the L. P. Coulbourn Carriage and Wagon Company, and the best evidence that can be produced to show that they have proved satisfactory are the many satisfied customers. The shops of this company are splendidly equipped with every appliance needed by the corps of skilled workmen that Mr. Coulbourn has with rare discrimination gathered about him, and he is turning out a class of vehicles that cannot be surpassed for artistic strength and durability. His plant, at 513-15 East Church street, is a model one and nothing has been left undone to make it complete in every particular. The company was only started on March 1, but it has already become one of the permanent and successful industries of the city, and has built up a large, flourishing and ever-increasing trade. The building fronts 60 feet on Church street and has a depth of 40

## ERNEST P. DOWNING.

## CONCRETE CONTRACTOR,

Concrete is coming into general use everywhere, and many of the leading building experts of the country do not hesitate to declare that it is only a question of time when it will almost



E. P. DOWNING.

paratively new material, and it begins to look as if the days of the old materials are fast passing. It is far more beautiful than brick and quite as substantial as stone, while the cost is cheaper. For pavements, grave vaults, tombstones and curbing it is already in general use. Its utility has long been recognized here in Salisbury by the city authorities, and the most discriminating property owners, and located here is the plant of Mr. Ernest C. Downing, 407 Lake street, which is the best equipped for doing this kind of work. Mr. Downing is the inventor of the concrete grave vault, which is the most complete and interchangeable of anything similar. It is composed of fourteen pieces and is strictly water and air tight. Mr. Downing has a skillful corps of workmen, who thoroughly understand the manufacture of concrete, and he has undertaken and carried to a successful

conclusion many splendid contracts. He is the owner of the only real sand gravel bed suitable for this class of work to be found in this section, which covers an area of about two acres, and it has been pronounced by experts to be of the most superior quality. In every part of the city specimens of this work can be found, and no better pavements can be laid. Mr. Downing is a native of Salisbury and has lived here all his life. He is a member of the Heptasophs, Red Men and Woodmen of the World and is a communicant of the Methodist Protestant Church. For four years Mr. Downing held the office of justice of the peace under Governor Smith.

## THE OTHER DAY

The other day (or so it seems)  
We strolled together down this lane,  
And we were happy, with our dreams  
Chimed in the mating birds' refrain.  
You hummed some foolish, sweet  
love lay—  
Somehow it seems the other day.

The sun still shines down through  
the trees,  
The birds still warble happily;  
The same sweet odor's on the breeze—  
But somehow they are naught to me;  
Naught to me since you're away,  
Though you were here—the other day.

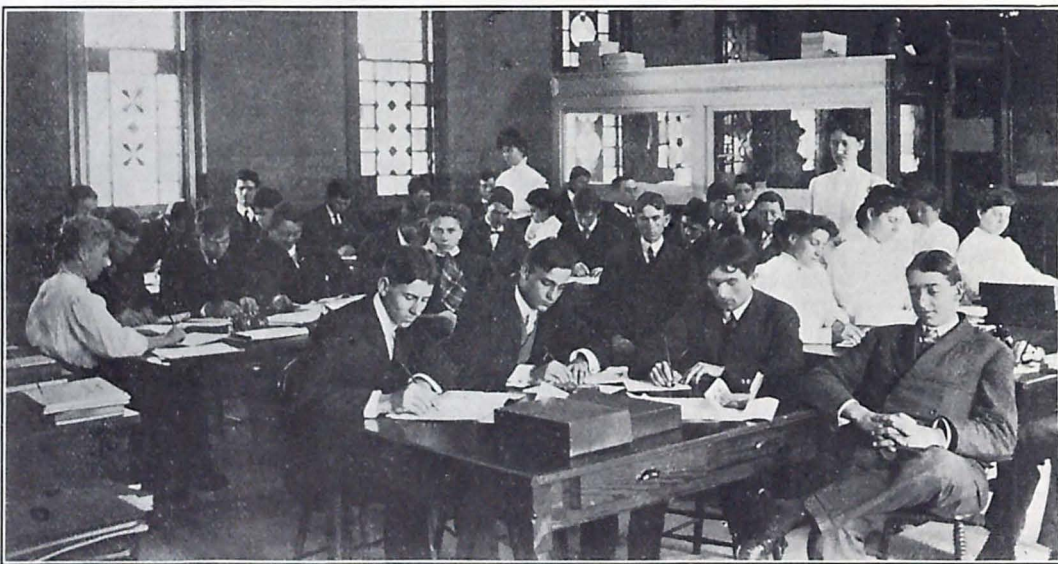
The old path winds toward the Spring  
Wherein the old gourd hangs, I know,  
'Tis strange—no change in anything—  
'Tis just the same as long ago;  
Except my hair is flecked with gray,  
Where it was black—the other day!

Once more I stand and watch the leaves  
Drifting, slowly drifting down,  
And e'en south wind sadly grieves  
To miss those tangled curls of brown.  
Oh, Youth—Oh, Love, that would not stay  
Oh, come back from—the other day!

## E. H. PHIPPS,

## WHEELWRIGHT AND BLACKSMITH.

There is no trade that requires more skill and intelligence than that of the wheelwright and blacksmith, and he is generally the pioneer in every new country. When Salisbury was only a village with a saw-mill and one store, the next enterprise that started was a blacksmith shop. Especially in an agricultural district where the horse is virtually king is the blacksmith in demand, and Salisbury is fortunate in having located here such an expert mechanic as Mr. E. H. Phipps, whose shops are on Church street, extended, near the city line. Mr. Phipps formerly conducted business with Mr. F. W. Phipps, his brother, under the firm name of Phipps Brothers, but is now in business for himself. He has been established about three years and his shops are equipped with every appliance used in a first-class shop. He is a practical man, employs only the most skillful workmen and uses the best



CLASSROOM, EASTERN SHORE COLLEGE.

trade successfully since he served his apprenticeship as a boy. He served his time with Mr. John Disney, of Baltimore, and then worked for 13 years in Boston, Mass., but some time ago he started in business on his own account and has been accorded a generous patronage by the most discriminating people of this section of the country. Mr. Davis has a thoroughly equipped shop in Elizabeth street, and has just finished the painting and interior decoration of the large addition to the Hospital, one of the biggest contracts given out here for a long time. Mr. Davis is a man of splendid character and good business ability, as all our citizens can testify.

A diamond is not so precious as a tooth.—Don Quixote.

The stammerer often breaks his word while telling the truth.

tindale, D. D., dean; Elmer H. Walton, secretary; M. T. Skinner, principal and manager; Mrs. M. T. Skinner, preceptress; directors, Hon. Charles F. Holland, Hon. M. V. Brewington, Hon. C. E. Harper, Hon. E. S. Adkins, W. J. Downing, Elmer H. Walton, Hon. L. C. Quinn, Hon. Charles R. Disharoon, Rev. J. W. Hardesty, Robert D. Grier, Lacy Thoroughgood and M. T. Skinner.

Fred Douglass, the famous American negro, was born at St. Michaels, and was a runaway slave. He became the United States Minister to Hayti and marshal of the District of Columbia. He was dined by Queen Victoria and entertained at the White House by President Cleveland.

Any man can stand abuse if it's because he is rich.

feet. Mr. Coulbourn contemplates adding another story at an early date, and thus early he has had to occupy another building almost as large as the original structure. A new building will soon be erected on Water street for wagon material, but the wagons and carriages will continue to be put together in the Church street place.

The repairing and repainting department of this concern is the largest and most complete in the city; horse-shoeing is in the hands of the most expert workmen obtainable, and general blacksmithing work is done at Mr. Coulbourn's splendid establishment.

In the parlor there were three;  
Girl, the parlor lamp and he;  
Two is company, no doubt,  
That is why the lamp went out.



SECTION OF STRAWBERRY ROW.



material that money can buy. As a consequence he has built up a large and flourishing trade which extends far beyond the limits of Salisbury and Wicomico County, although the larger part of his customers reside in the town and county. Special attention is paid to repairs and the making of timber carts. Mr. Phipps is still a young man and was born in Delaware.

and is an excellent type of the men who have placed it in the very front rank of progressive cities. He is a Mason and an Elk, but everything is of secondary importance when the question of the growth of his home town is concerned.

Advertisements in the Wicomico News bring best results.  
Not a Chinese laundry in Salisbury.

#### GEO. W. COLLINS' NEW STORE.

There is no business which has made greater strides in the past few years than that of clothing, and many men who have scorned to wear ready-made suits a short time ago are now among its most enthusiastic advocates. Manufacturers vie with one another in producing the latest styles and the

Shore. Their fertilizers are manufactured from formulas that years of experimenting have brought the best results in the products peculiar to the Peninsula, and these include "Truckers' Mixture," "Special Fish," "Fish Mixture," "General Crop Grower," "Bone and Potash," "Standard Mixture," "Special Wheat," Dry Fish, Dissolved Bone, Raw Bone Meal, High Grade Tankage, Muriate Potash, Nitrate Soda, Dissolved S. C. Rock, and Kainit. In farm implements they are agents for the world famous Deering Harvesting Machinery, Ideal Binders, Ideal Mowers, Ideal Steel

enterprise devoted to this trade is the Peninsula Brick Company, whose tremendous trade is spreading the name and fame of Salisbury products throughout the country, and in whose immense plants and large number of employees will be found one of the chief sources of revenue to our city. Two large plants are kept constantly in operation, one along the tracks of the B. C. & A. R. R., which has a capacity of 30,000 bricks each day, and the other about one mile from the city, where the output is 50,000 daily. These works are equipped with every known modern device for



SALISBURY, SHOWING COURT HOUSE, MASONIC TEMPLE, TO THE RIGHT. THE CITY HALL CAN BE SEEN IN THIS VIEW.

W. E. BOOTH.

SUCCESS.

#### CONTRACTOR AND BUILDER.

There is no question that without the enthusiastic co-operation of her builders and contractors Salisbury could have ever taken her place as the commercial centre of the Eastern Shore and the most beautiful city of its size in Maryland, despite its phenomenal natural advantages and its hustling business men. They are the real builders of the city, the men who do things, and they have every reason to be proud of their handiwork,

The stoutest ship may breast the gale  
And still be driven back;  
What though to reach the port she fail,  
Shall we declare she could not sail  
Because she had to tack?

When storms belate and plagues impede,  
When aches and ills betide,  
Ambition's goal may not be won—  
Yet hast thou bravely, nobly done  
If thou hast bravely tried.

latest fabrics, and few people can tell the best of them from the work of fashionable merchant tailors. Even then the comparison is not to the disadvantage of ready-made clothing, which is superior in many respects to that made to order, and the prices are much more reasonable.

The new clothing, notion, shoe, hat and gentlemen's furnishing goods store opened by Mr. George W. Collins opposite the N. Y. P. & N. R. R. depot is one of the latest enterprises of Salisbury citizens. Although it has only been in existence a few weeks, it is a most pronounced success. It is



OFFICE OF THE FARMERS AND PLANTERS' COMPANY.

Rakes, Deering Sicle Grinders, Deering Binding Twine, Imperial Chilled Plows, Imperial Disc Harrows, Hallock Success Weeders, Tiger Corn Planters, Tiger Transplanters, Tiger Disc Harrows, Tiger Riding and Walking Cultivators, McWhorter Fertilizer Distributors, Keystone One-Horse Corn and Pea Planters, Keystone Fertilizer Distributors, Superior Single and Double Disc Drills, Superior Disc One-Horse Corn and Pea Planters. The building materials comprise Lump Lime, Texas Alum lime, Cements, plaster hair, long coat, and winter cow hair, and the company are also selling agents for the Peninsula Brick Company's red, arch, salmon, and paving bricks. It will be seen from this partial list of specialties handled that the business conducted is very extensive. No contract is too great or too small for this company to undertake, and the trade extends throughout the Eastern Shore country, Delaware and Virginia. The business was established many years ago, and in 1898 Mr. Perdue became the sole proprietor, and under his able direction it has won a place of distinction unexcelled by any enterprise of its kind in this section of Maryland.

#### PENINSULA BRICK COMPANY.

GLENN PERDUE, MANAGER.

No industrial review of Salisbury would be complete without a brief article about the manufacturing of brick, so essential in these days of twentieth century progressiveness in the construction of public buildings, factories, and residences. The largest

the manufacture of brick of the many kinds now in use, including the red (rough and pressed) arch (plain or fancy) salmon colored and paving for sidewalk or streets, while drain tiling is also a specialty. There are nearly 100 men employed at these yards, and only such clays are used as tests have shown will prove of the greatest endurance. Many of the churches, schools, factories and residences that have made Salisbury a city beautiful have been constructed from the bricks of the Peninsula Company and stand as advertisements of the splendid quality of its output. The founders of the enterprise were F. C. Todd & Co., but Mr. Glen Perdue is now the proprietor, and owing to his untiring energy and progressiveness each year sees a gratifying increase in the business, a result that has been accomplished by untiring zeal and a keen perception of the needs of the building trades coupled with business, sagacity and unfaltering integrity. Mr. Perdue is a native of Salisbury, and he has shown his faith in her future prosperity and growth by investing liberally of his capital and always taking an active interest in our municipal affairs. He is also socially and fraternally prominent, being a popular member of the Maccabees and Royal Arcanum.

The Eastern Shore of Maryland has the reputation of being the most Protestant section of the United States, the Roman Catholics having but a handful of communicants.

All the home clean news in the Wicomico News.



RESIDENCE OF MAJOR W. F. PRESGRAVE, TONY TANK. ERECTED BY W. E. BOOTH.

for it is being done skilfully and honestly. Mr. W. E. Booth, of 223 East William street, has had a large share in the making of Salisbury and during the 15 years he has been in business has erected some of the handsomest residences and most substantial business houses in the city and its vicinity. He is a practical man and one that takes an immense pride in doing his work well. As a consequence his services are always in demand and he is one of the busy men of a busy city. Some of the more important houses he has erected since he has been in business are the beautiful Methodist Protestant Church, the residence of Mrs. Van der Bogert, the Clyde residence at Tony Tank, the improvements on the racing stables and the residence of Mr. Presgrave, the horseman, the residences of Former Mayor Disharoon and Senator Brewington and scores of others scattered throughout the principal streets of this city and section. These are among the most beautiful and substantial edifices that can be found in any city and the work on them will be found to be the very best that can possibly be done.

Mr. Booth is a native of Salisbury

"He nobly does who nobly dares"  
When trials sorely oppress,  
Whose perseverance naught can shake,  
Though failure follows in his wake,  
His failure is success.

The fiercest battles are to fight,  
The strongest forts to scale,  
Sometimes the bravest heroes fall,  
Sometimes the truest lives of all  
Are lived by ones who fail.

#### THE "TWELVE LABORS OF HERCULES."

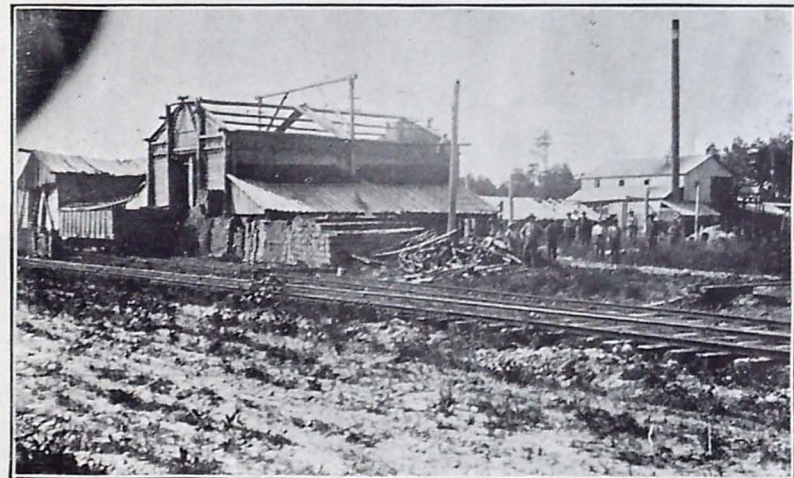
To slay the Nemean lion; to kill the Lernean hydra; to catch and hold the Arcadian stag; to destroy the Erymanthian boar; to cleanse the stables of King Augeas; to destroy the cannibal birds of Lake Stymphalus; to capture the Cretan bull; to catch the horses of Diomedes; to get possession of the girdle of Hippolyte, Queen of the Amazons; to capture the oxen of the monster Geryon; to get possession of the apples of the Hesperides, and to bring up from the infernal regions the three-headed dog Cerberus.

a new store, just completed, and the stock, selected with the greatest care from the best manufacturers, is entirely new. There is not one old-style or shop-worn article to be found in this attractive store, and this fact is being appreciated by the public, who have accorded Mr. Collins a hearty welcome in the ranks of trade.

#### FARMERS AND PLANTERS' COMPANY.

FERTILIZERS, COAL, LIME,  
HAIR, FARM IMPLEMENTS,  
SEEDS, SHINGLES,  
BRICKS, ETC.

Among the many big enterprises of Salisbury there is none that stands higher in her business life or keeps in closer touch with the builders and planters of the Eastern Shore than the Farmers' & Planters' Company, of which Mr. Glen Perdue is manager. For many years this company has been supplying the needs of thousands of patrons and they are familiar with the requirements of every kind of soil, and of every locality. The goods handled by them are of the very best and especially adapted to the Eastern

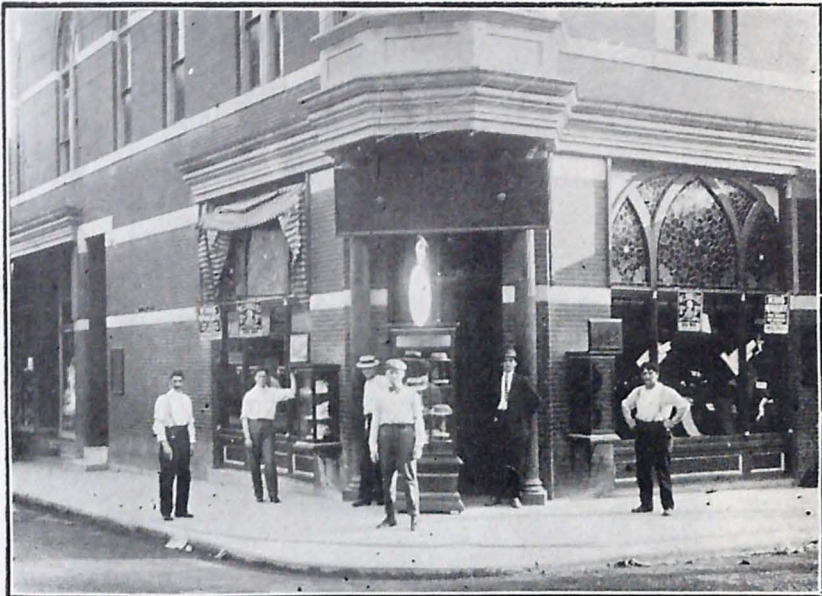


EXTENSIVE WORKS OF THE PENINSULA BRICK CO.



NOCK BROTHERS  
FOR EVERYTHING TO WEAR.

Located in the heart of the business center of Salisbury, the store of Nock Brothers is one of the most convenient places of trade to citizen and stranger alike. This big and elegant store, located corner of Main and Dock streets, is one of the handsomest and roomiest business houses of the city. The stock to be found here is the most complete and best that ample capital and long experi-



NOCK BROTHERS' GENTLEMEN'S OUTFITTING EMPORIUM.

ence could get together. Nock Bros. are among the most popular young merchants of Salisbury. They have the reputation of dealing square and selling the best goods at bottom prices; they are numbered among the substantial men of both our business and social life. The enterprise was launched in November, 1906, and from the opening of its doors its trade has continued to increase and today is known as the place to get a dollar's value for every dollar expended. Nock Brothers are dealers in the finest of men's and boys clothing, furnishings, boots and shoes. Here a grade of goods may be found to suit every purse, and are sold with the personal guaranty of the proprietors to be exactly as represented. The habit once acquired of buying there will be-

including the celebrated Ingersoll watch, fraternity pins and buttons, and many novelties and the renowned "Majestic" shirt, for dress, business, or recreation. A better class of goods than these is not to be had, and this superior stock is the strongest evidence of the determination of the Nock Brothers to send from their doors only satisfied customers. The firm is composed of Messrs. Charles H. and John E. Nock, men who have learned their chosen vocation by starting at the bottom round of the ladder, and by strict attention to busi-

ness, hard work, and a determination to succeed, they have won a place in the front rank of the business life of our city. Both gentlemen are natives of Salisbury and are fraternally prominent. Mr. Charles Nock being a member of the Knights of Pythias, while Mr. John E. Nock is a well-known Elk.

E. N. TODD.

LEADING SALES AND BOARDING STABLES.

Most men think they understand the care of horses, but as a matter of fact but few of them do, and more animals are spoiled by being placed in the hands of people who are unfitted to care for them than could be



WICOMICO PRESBYTERIAN CHURCH.

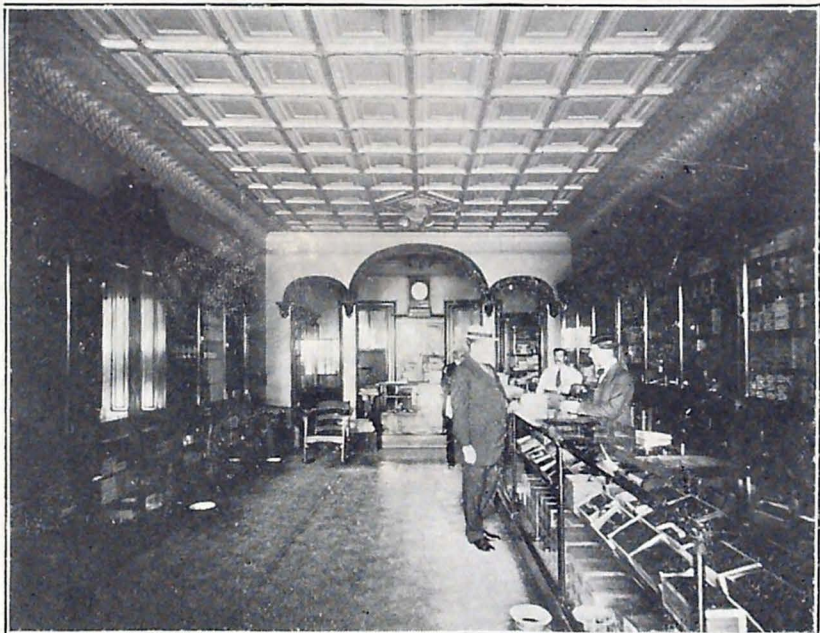
come a confirmed one. The great specialty with Nock Brothers in clothing for men is the "Alco" system, with a reputation for fit, quality, and fashionable cut unexcelled in this country. For boys they offer the Ivan Frank (New York) and this line comprises everything a growing boy may need from Sunday best to playing clothes. In shoes will be found the celebrated "Douglas" and "King Quality," of every fashionable shape, while in hats the leaders are the "Mallory Cravenette," a most durable make of unexcelled finish and style, and the Hopkin's straw. The furnishing department contains every novelty and necessity that the lords of creation may need—"B. V. D." underwear, athletic underwear, neckwear in fashion's latest decree, Adeler's celebrated gloves, mirror jewelry of all kinds,

estimated. Too much care cannot be taken in the selection of the man who sells or cares for your horses and also the stable in which they are kept, for the loss of many a good animal can be traced directly to keeping him in a poorly ventilated, ill-lighted, unsanitary building. There is no man in Salisbury, or in this section of Maryland, Virginia and Delaware, who is more fitted to sell, buy or care for horses than is Mr. E. N. Todd, whose up-to-date and spacious stables are located on East Camden street, near the bridge. He was raised among horses, has had the handling of the best in this section for years, and what he does not know about this most faithful, as well as useful friend of man, is not worth knowing. This knowledge has come from years of study and has stood

"THE SMOKE HOUSE."

PAUL E. WATSON.

In every city like Salisbury will be found a place of business devoted exclusively to men's trade, which by reason of its pleasant surroundings and genial companionship has won a high position in their esteem. The "Smoke House," located on Main street, and conducted by Mr. Paul E. Watson, is the one place in Salisbury, to which the lovers of the seductive weed invariably turn when they want the best to be had in the tobacco line. The store is one of the finest business rooms of the city and would be an ornament to any place many times larger than Salisbury, fitted as it is



WATSON'S "SMOKE HOUSE," FINEST TOBACCO HOUSE ON THE PENINSULA.

with handsome cherry wood counters, shelving, and cases, and the stock of endless variety most tastefully displayed. But it is not merely upon the beauty of the room and the personnel of his custom that Mr. Watson relies, but mainly upon the unrivalled high-class goods dispensed. At his factory on Dock street he manufactures his own El Mardo, 5 cent cigar, which has won great popularity, while his other 5 cent leader is the renowned Cinco. His especial favorites are his 10 cent goods, comprising Marcellos, Gato, and Cortez, and they have won the favor of all consumers of high-grade goods in our city. Of course, the line of chewing tobaccos is large and varied, comprising all popular brands, while his cases contain every novelty in the way of pipes, smokers' sets, pouches, pocket cases, and everything that can be had in a down-to-date place of its line of trade. A large box trade is enjoyed, and in a separate department will be found all the leading magazines, periodicals,

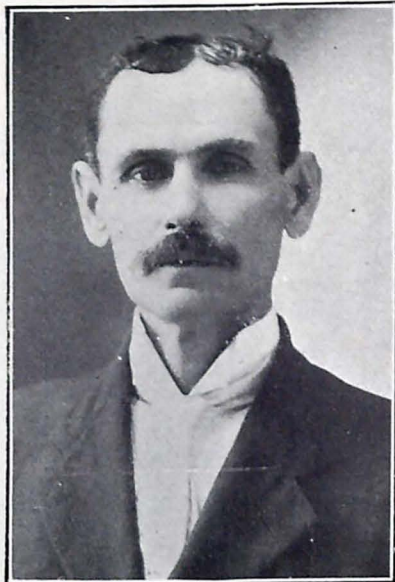
newspapers, and current literature of the day. The "Smoke House" is the product of 20th Century progressiveness, and was first established in 1897 in a small room next door, but quick to see the opportunity presented by the rapid growth of Salisbury, Mr. Watson two years ago secured his present quarters, and gave to our citizens a modern establishment of which they are proud and show their appreciation by giving a generous trade. Mr. Watson is one of our most popular young business men and has surrounded himself with a host of friends who are glad of the success he has achieved. He is a native of Virginia, but has made Salisbury his home since 1893.

WHO THEY ARE.

The word "Teuton" is derived from the ancient Teutones. The Teutonic stock of the nations is as follows: The Scandinavian, embracing the Danes, Swedes, Norwegians and Icelanders; the German-speaking peoples of Germany, Switzerland and Austria, the Dutch and the descendants of the Jutes, Angles and Saxons in Great Britain and her colonies and in the United States.

When a man has a good temper his wife always is afraid he is concealing a confession he ought to make.

most attractive music stores on the Eastern Shore and one that has the patronage of music lovers throughout this section of Maryland, Virginia and Delaware. It is that conducted by Mr. W. T. Dashiell at 243 Main street,



W. T. DASHIELL.

where all the wants of the musician can be attended to. A full line of pianos, organs, violins and banjos is kept on hand, and this is headquarters for the Victor and Edison graphophones. His line of records for these machines cannot be excelled in Salisbury, and the store is headquarters for the owners of these popular instruments.

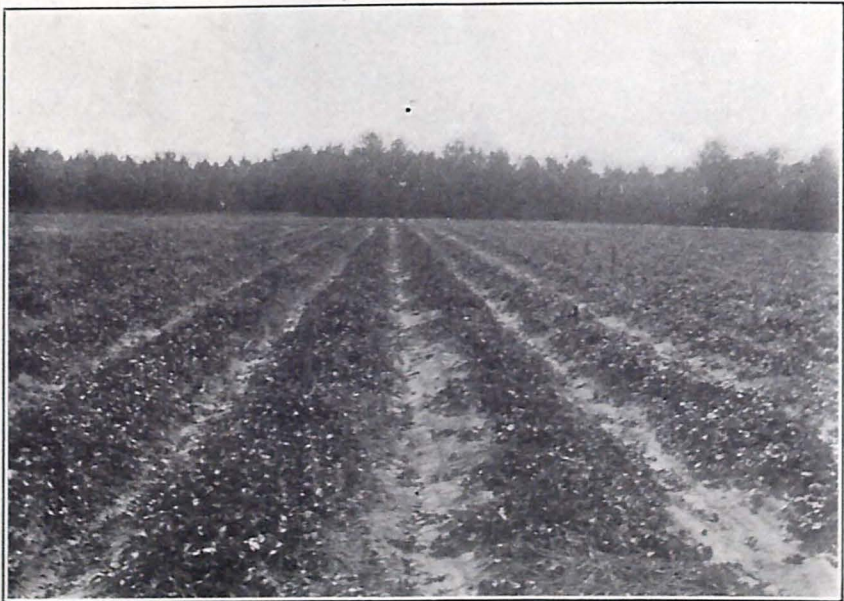
Mr. Dashiell for many years was a well-known teacher throughout the Peninsula, but owing to the growth of business at his music store was compelled to abandon the profession and devote his entire time to its management. He is public-spirited and ever ready to do all in his power for Salisbury.

LET US ALONE.

Nag! nag! nag!  
Will we never be let alone?  
And nag! nag! nag!  
Till we can't call our souls our own!  
It's oh! for a needed rest,  
In quiet to be at ease!  
It's oh, for the woods, the land of the blest,  
And to do again as we please.

Nag! nag! nag!  
While business is on the bum!  
And nag! nag! nag!  
With horrors still to come!  
Scold and censure and blame!  
Blame and censure and scold!  
Till we are sick, so sick, of the game,  
And long for the peace of old!  
O men who love your peace!  
O men who from quarrels shrink!  
Do not marry if you would have ease  
And give yourself a chance to think.  
Nag! nag! nag!  
Will she never stop for a pause?  
And nag! nag! nag!  
Oh, how she works her jaws!  
Nag! nag! nag!

When courtship ends in matrimony a man's troubles begin.  
Words seldom fail a woman—unless she is at her own funeral.  
Some men marry widows so they won't have to buy new furniture.  
At least the man who says witty things gets a lot of self-approval.  
Even when a woman does trust her husband she doesn't let him know it.



THE TOWNSEND FIFTY ACRE PLANT FARM.—SEE PAGE 15



JOHN T. ELLIOTT.  
BUILDER AND CONTRACTOR.

Contractors and builders have about as much to do with the growth and progress of a city as any other people of a community, and a great deal more than many of them. They are generally self-made, practical men, who with but little assistance have risen from the ranks of mechanics, working for some one else, to be their own bosses and have by individual endeavor become valuable members of the community in which they live. In a growing city, where such men are in demand, they would,



CHAPEL M. E. CHURCH SOUTH,  
ERECTED BY J. T. ELLIOTT.  
CONTRACTOR.

as a class, be missed more than any other for they do the real building of the town. Among the most prominent contractors of this section of Maryland, Virginia and Delaware is John T. Elliott, who is one of that type of men who have transformed Salisbury from the struggling country village, which is was only a few years ago, into the present pride of the Eastern Shore, the commercial centre of three States. Mr. Elliott has been a builder all his life, and he can put together anything as he expresses it from "a hen coop to a palace." He does one of the largest contracting businesses in this section of the country, his operations not extending to the city alone, but to all of the adjoining towns and country. During his business here of 12 years, he has built 70 residences and the Southern Methodist Chapel, in South Salisbury. Mr. Elliott is a native of Salisbury, where he has a large circle of friends who admire him for his public spirit and sterling manhood.

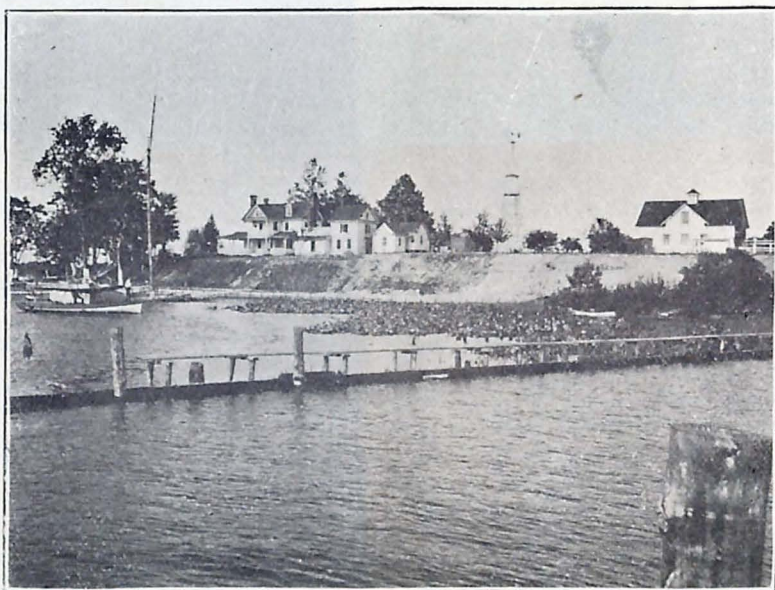
H. S. TODD & COMPANY,  
WHOLESALE TOBACCO,  
CIGARS, SNUFF, ETC.

The great wholesale houses of Salisbury are the best evidence of the enterprise and progressiveness of her



TODD'S WHOLESALE TOBACCO  
HOUSE.

men of business, and it is these men and the products of their houses that have made our city the metropolis of the Peninsula, and are sending her fame broadcast throughout the land. Among the new enterprises is H. S. Todd & Co., wholesalers of tobacco, cigars, snuff, etc., whose offices are at 236 Main street, in the heart of the business section. Although established but little more than a year ago, this company has at once sprung into prominence, and from the opening of its doors for business was an instantaneous success, its trade now extending throughout Virginia, Pennsylvania, Lower Delaware and the entire Eastern Shore. The company are wholesale agents for many high-grade brands, and have several specialties of their own manufacture of guaranteed purity and excellence. These consist of the cigars "White Diamond," "Havana Counts" and "Susquehanna," all five cent goods, which have found a ready sale and increasing demand. In the cheaper grades are offered "Precious," "Havana Chimes" and "Newports," which retail at two for five cents. These brands are manufactured under the direct supervision of Mr. Todd, who gives with them his personal guaranty to be exactly as represented. In tobaccos, cigarettes, snuffs, etc., all popular makes are dispensed, and every order, large or small, is given prompt attention. Mail and telephone orders are especially invited, and will be filled with an exactness that will surely bring a continued trade. Mr. H. S. Todd, the proprietor, is a native of Salisbury, and started his business career in the grocery line in 1870. After many years as a grocer, during which time he met with gratifying success, he embarked in his present line of trade,



"CHERRY HILL," HOME OF L. W. GUNBY.

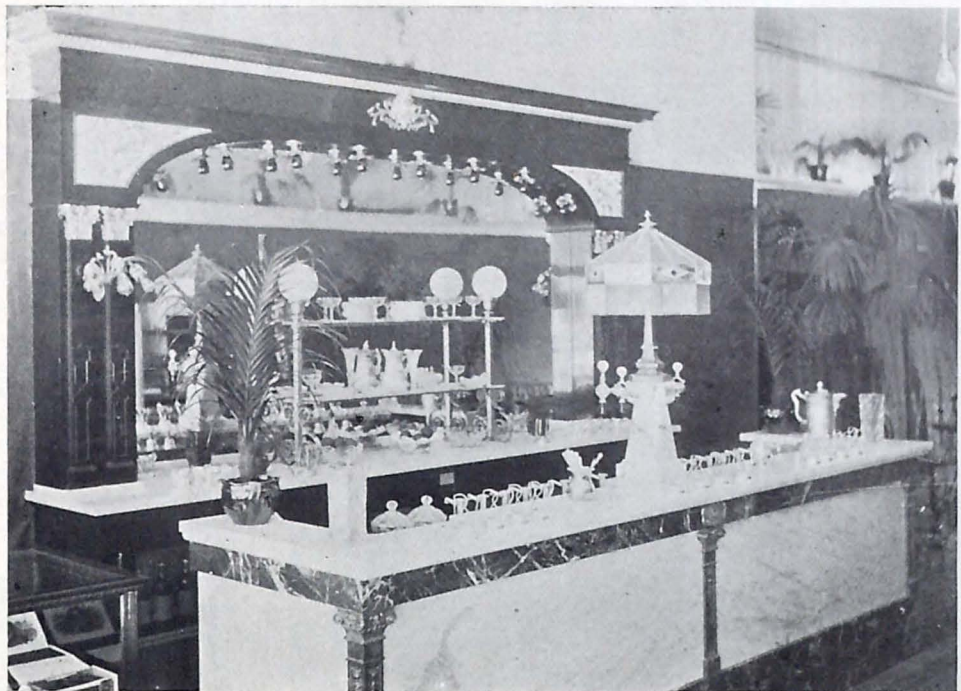
and bids fair to eclipse even his former success. As a man of affairs Mr. Todd has always been held in high esteem in the business life of his native city, and he is also socially and fraternally prominent, being a popular member of the Heptasophs and Royal Arcanum.

THE PALM GARDEN.

There is nothing by which a city is judged more accurately than by the kind and class of restaurants and refreshment rooms to be found within its limits. They reflect to a great extent certain characteristics of the people and also their prosperity or poverty. If the restaurants are artistically fitted up, the meals served first class, in every particular, the service good and cleanliness everywhere you will find the people prosperous and happy, with plenty of work and money to spend. If this hypothesis is right then Salisbury is one of the most progressive cities in the country, for it supports in "The Palm Garden," of which Mr. G. A. M. Willson is the energetic proprietor, one of the best appointed restaurants to be found anywhere. It will not be out of place on the principal street of the largest city in the land. The Eastern Shore is famed the world over for the good things it produces to eat, and at the Palm Garden there are facilities for preparing them that would appeal to the appetite of the most fastidious of epicures. Every delicacy can be had at this attractive place in season, the surroundings are in the best of taste and the cuisine leaves nothing to be desired, while the prices are most reasonable. Mr. Willson exercises a keen supervision over every detail and

nothing is left to inexperienced people. He has the finest soda fountain on the Peninsula; keeps all kinds of frozen dainties and confections, and his place has the largest patronage. Mr. Willson is a native of New Jersey and has lived here three years, having

tion of the city. It is a splendid three-story brick structure, of fine architecture, having a combined floor space of nearly 12,000 square feet. The interior is most conveniently arranged for storing the vast stock and handling the ever-increasing trade,



THE MAGNIFICENT PALM GARDEN FOUNTAIN.

published the first directory Salisbury ever had. The business is rapidly growing and it is a matter of only a few months when the department of frozen dainties alone will require extra quarters. Ice cream and soda water have received careful study until at this place they seem to have reached perfection.

each floor being devoted to its own class of goods. Dorman & Smyth are wholesale and retail dealers in hardware, and carry a stock that includes the multitude of articles which come under that name. To enumerate even a small portion of the variety to be found there for the home, shop, factory, ship, dairy or farm would be next to impossible, in an article of this kind, but it would indeed be a surprise to ask for goods in their line and not find it in stock. Like all firms, however, they have their leaders, and these include the celebrated Oliver Chilled Plows, farm implements, nails, iron, steel, stoves, heaters, ranges, sheet iron and tin work, screens for windows, doors and porches, refrigerators, ice cream freezers, and sporting goods for field, forest or stream. In addition to the building on Main street, the company has a large warehouse near the dock, where the surplus and heavy stock is stored. The company was organized in 1887, and moved into its present quarters upon their completion after the fire of the year before and in 1892 was incorporated. From the beginning the enterprise was a distinct success, and through the untiring efforts of its managers and their unswerving integrity each year has seen a most gratifying increase in the trade, which now extends into Delaware, Virginia and throughout the Eastern shore. The gentlemen who comprise the company are among our most prominent men of affairs, and take an active interest in the social as well as business life of our city, for whose future prosperity and advancement they are earnestly striving. The officers are L. W. Dorman, now a farmer, and former member of the city council, president; L. S. Ulman, assistant to Mr. Dorman,

DORMAN & SMYTH HARD-  
WARE CO.  
WHOLESALE AND RETAIL  
HARDWARE.

The citizens of Salisbury are proud of the many fine business houses which line her thoroughfare of trade. These big buildings took the place of the old-fashioned ones destroyed by



THE EXTENSIVE ESTABLISHMENT OF DORMAN AND SMITH.

the great fire of a few years ago, and many of them are unusually handsome, and receive much favorable comment from strangers. Especially is this true of the superb building of the Dorman & Smyth Hardware Co., which is located on one of the most prominent corners in the business sec-

and H. H. Ruark, secretary and treasurer. Both of the latter gentlemen are socially and fraternally prominent, being popular members of the local lodge of Elks. Mr. Ulman is also the traveling representative of the firm.

SMITH & CO.,  
HAND-SEWED HARNESS AND  
HARNESS SUPPLIES.

In an extensive agricultural country like that surrounding Salisbury the

manufacture and sale of harness is one of the most important and flourishing industries. And it can very properly be added that in a country in which there is so much fine stock the owners want and demand the very best workmanship and materials that money can procure.

This demand can and is supplied at the extensive establishment conducted by Smith & Co. at 107 Dock street, which, since it was started nine years ago, has built up one of the largest



IRA SMITH.

trades in this section of Maryland, Virginia and Delaware. This has been done simply through the superiority of workmanship and the use of only the finest materials procurable. Besides carrying on his manufacturing business, Mr. Smith makes a specialty of repairing and to this department, as well as the manufacturing and sales departments, he gives his personal attention. Mr. Ira Smith, the proprietor, is a native of Salisbury, but for a time he lived in Tarboro, N. C., where he was in business. His love for his native city, however, proved a strong attraction and nine years ago he returned here and founded his present business, which was a success from the very beginning. He is a practical man and every detail is given his personal attention, so that his patrons are always confident that they will receive the best that is to be had. It is by this policy that he has succeeded in business, and this fact is most gratifying to his large circle of friends. Mr. Smith is a member of the Royal Arcanum.

Ben Jonson perished in poverty. One of his last acts was to return a paltry sum sent him from King Charles.

The most ancient structure now standing in Maryland is the Quaker Meeting House near Easton. Minutes of the society are still in existence as early as 1660.

George Gissing's work never succeeded till he was dead. His life was a long struggle against disease and neglect.



LACY THOROUGHGOOD, CLOTHING, MERCHANT TAILORING, FURNISHING-GOODS.

In no other business as in that of the manufacture and sale of ready-made clothing has such tremendous progress been made in the last few years. Even young men who take a very rea-

each other on Main street. The original store is now used exclusively for the sale of hats, caps and gentlemen's furnishing goods, and is managed by Mr. James Thoroughgood, a brother of the proprietor, and one of the most popular young business men of Salisbury. The clothing store has the personal attention of Mr. Lacy Thoroughgood, though he, of course, exercises a general supervision over



THOROUGHGOOD'S GENTLEMEN'S FURNISHING STORE.

sonable pride in always dressing well can remember the time when one who cared but little for style would not think of patronizing a ready-made clothing store for the simple fact that they could get nothing fit to wear. But what a change with the introduction of modern methods of making and selling clothing! Now the best dressed and most fastidious men in city and country buy from ready-made stores and make no concealment of the fact, but are proud of it. It improves their appearance and at the same time their bank account, if they buy from such a store as that of Mr. Lacy Thoroughgood, a gentleman's clothing and furnishing store that stands in this section of Maryland, Virginia and Delaware in a class all alone in the size and quality of the stock handled, reasonable prices, experienced salesmen and the best-lighted and arranged store that ample capital and thorough knowledge of the business could bring together. There is absolutely nothing for men, youths' and boys' wear that cannot be found at these mammoth stores—complete outfitters in every detail and the prices always made to suit any pocketbook, no matter how modest. The firm of Lacy Thoroughgood is one of the best known and most enterprising on the Peninsula. For 22 years it has

both establishments. Mr. Thoroughgood is a native of Wicomico county, having been born near Mardella Springs, but has lived here nearly his entire life, as has also his brother.

Ulrich von Hutton, the brilliant German, was reduced to a tramp's life. He was found frozen in the snow.



FORMER GOV. WARFIELD WELL KNOWN HERE.

Homer was a tramp. Camoens, Portugal's poet, died in an almshouse after years of beggary.



TWO EXTREMES IN GLEN MARY VARIETY OF STRAWBERRY PLANTS—THE GOOD AND THE BAD.

catered to the best people of this section and the fact that it is today doing a larger business than ever before in its history is the best evidence in the world that fair and honest dealing always pays in the long run. There are two stores near

To imply the phrase "Nigger," which means a meanly avaricious and contemptible person, to a respectable negro who cannot defend himself, is not only using slang and shows how vulgar you are, but is most unjust and brands you a coward.

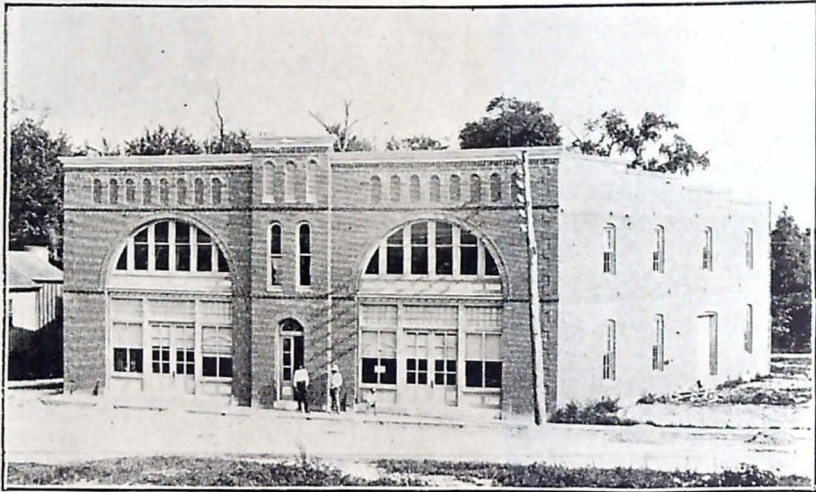
PERDUE & GUNBY.

ROAD CARTS, CARRIAGES, WAGONS, HARNESS.

In a country that is almost purely agricultural, such as the Eastern Shore of Maryland and Virginia, the demand for wagons, carriages, harness and everything pertaining to the horse is unusually large, and to supply this demand there has, of course, sprung up the keenest kind of competition. The people of this section want the best that can be had, for nowhere in the world can be found a better class of stock. The largest firm, both wholesale and retail, in this business on the Shore is that of Perdue & Gunby, who for the past twenty-seven years have been in the business of supplying the people of this section with every article that is needed by the stock owner. Since the foundation of this firm its growth has been rapid, having been pushed by every legitimate method known to the trade until it has reached its present

makes repairs easy, though seldom needed, and cheapness of price. They also specialize "Cole's Hot Blast," Heaters, using coal for fuel, which is especially recommended for residences and stores, and which have become great favorites with their trade. In wagons they handle the celebrated Wisconsin "Low Down Wagon," and the Weber "All Steel," which for strength and lightness of weight are so necessary in heavy hauling. They are also agents for the International and Olds gasoline engines of all grades and power, and "Union Victor" Corn Planters and a complete line of agricultural implements. The main building of the company is a massive three-story brick structure covering more than 12,000 square feet of floor space and in addition to this several sheds are used for the storage of surplus stock, making it one of the largest enterprises of which the Eastern Shore boasts.

With a trade constantly increasing and extending through Maryland, Delaware, District of Columbia and



PERDUE & GUNBY'S CARRIAGE REPOSITORY.

leading position. The plant consists of three buildings at the intersection of Dock and Main streets and Camden avenue, each of them two stories in height and filled to overflowing with a fresh stock of goods that will compare favorably with any to be found in the country. These buildings are 80x86, 40x40 and 60x66. This gives a floor space of 24,860 square feet, exclusive of the extensive yards surrounding these modern structures, in the erection of which no expense was spared. They were built expressly for the purpose for which they are used and to meet the insistent demand for room required by the growth of the trade, which extends throughout this section of Maryland, Virginia and Delaware. The firm is composed of Messrs. Dean W. Perdue and Sumner S. Gunby, both of whom are natives of this section and are thoroughly conversant with the needs of its population.

THE SALISBURY HARDWARE COMPANY.

Among the many branches of trade represented in Salisbury, but few have reached the magnitude of the hardware houses. The needs of the territory contiguous to our city, owing to the extensive building operations going on about us, seem peculiarly adapted to this line, and not a few of our far-seeing men were prompt to grasp the opportunity, and the big revenue derived for material is now kept at home. Among the top notch leaders in this line here is The Salisbury Hardware Co., wholesale and retail dealers, whose handsome and extensive establishment is located at Railroad avenue, Church and Williams streets. This immense edifice is one of the first to attract the eye of the traveler passing by on the railroads, and at once gives him some idea of the magnitude of the business concerns here. To enumerate the articles kept on hand by the Salisbury Hardware Co. would be almost impossible in a sketch of this kind, but suffice it to say that the stock comprises everything that may be had in a great twentieth century hardware house. Everything needed in the line by the contractor and builder, home, factory, store, mill, ship or on the farm will be found under that roof. The Salisbury Hardware Company are not specialists in the ordinary sense, but, in the way of agricultural machinery they handle most celebrated makes, with a world-wide reputation for durability, simplicity of construction, which

Virginia the house may well be regarded with both pride and envy. The Salisbury Hardware Company was organized and incorporated in 1905, with a paid up capital of \$50,000, by men who have done and are still doing so much for the welfare of Salisbury. The officers are E. S.



HOME OF THE SALISBURY HARDWARE COMPANY.

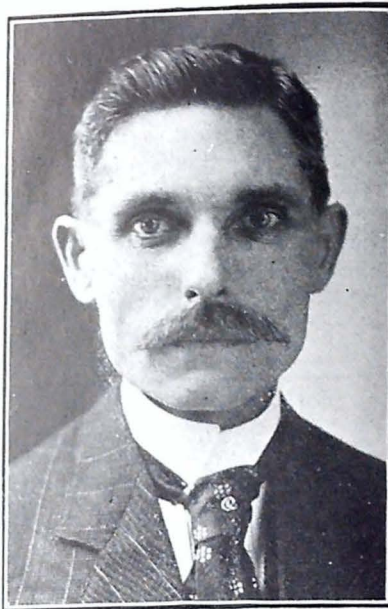
Adkins, president; E. Dale Adkins, vice-president; John W. Humphreys, secretary; F. P. Adkins, treasurer; Thomas M. Livingston, general manager, all of whom are natives of our city, except Mr. Livingston, who located here in 1905, coming from Florida to assume his present position.

CHARLES BETHKE.

FASHIONABLE TAILOR.

Despite the fact that manufacturers of ready-made clothing have made a great advance in recent years, it cannot be gainsaid that the really well-dressed man remains a patron of the merchant tailor. It does not require any great amount of thought to find why this should be so. Every man has a different figure just as he has a different face and it would manifestly be impossible for clothes made by machinery hundreds of miles away to know his fit. It is like comparing paste with the real diamond to compare ready-made clothes with those cut to measure by a first-class merchant tailor. Located here in Salisbury for the past 20 years has been Mr.

Charles Bethke, who has no superior in his chosen work and among his patrons are some of the most fashionably dressed people in this section. At his attractive establishment on



CHARLES BETHKE.

Main street, he keeps a full line of the best imported suitings of every description and the man who cannot find something to please him there must indeed be fastidious. His prices are always as reasonable as is consistent with the best workmanship and the fact that for the past score of years he has had as his customers the most discriminating dressers in Salisbury is the best evidence that he has pleased them. Mr. Bethke is a native of Baltimore and came to live in this city in 1887. He first opened his shop across Main street, nearly opposite his present location, but soon outgrew those quarters and took the present building. He occupies both floors and is splendidly equipped to serve his numerous customers in the proper way.

President Roosevelt is doing a great work in his reproof of bachelors.

"That's right," answered Mr. Meek-ton; "the married men oughtn't to get all the lecturing."—Washington Star.

Here's to the man whose hand Is firm when he clasps your own— Like a grip of steel That makes you feel You're not in the world alone.



"Cholly tells me that he has received a very flattering offer for his services." "Do you believe it?" "Why, yes. Any offer at all for his services would be flattering."



### LEE JOHNSON. BRICK CONTRACTOR.

One of the most prominent among the contractors of Salisbury and occupying a position that places him in the van is our popular fellow citizen, Mr. Lee Johnson, whose cozy little home is located on Camden avenue extended. He may be justly referred



RESIDENCE OF LEE JOHNSON, CAMDEN AVENUE.

to as one of the men who has helped make Salisbury what it is today, not only by his influence and splendid example, but by his actual work. He

monials and monuments to his handiwork, ability and skill. The News invites attention to its own magnificent structure, which is the work of his hand and brain, and among the scores of other splendid buildings for which he is responsible is the Peninsula General Hospital, which is without doubt the most superb and elegant edifice on the Eastern Shore. Then there is the High School, standing in

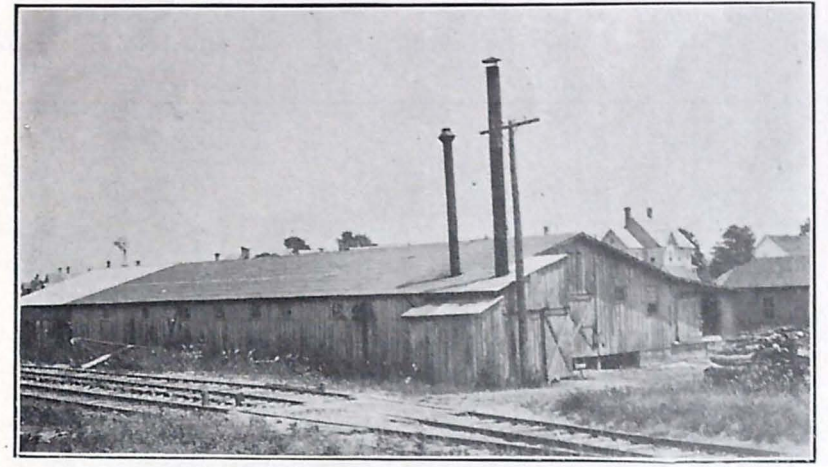
and practical knowledge of the business, including the science of construction. He attends strictly to every detail of the business and estimates are cheerfully furnished. To those who are contemplating the erection of a new home or building we take special pride in cheerfully recommending Mr. Johnson as one of the most competent and reliable contractors to be found anywhere in this section of the United States. All he asks is to be given an opportunity to give an estimate. His material is always the very best, his terms are always just and the very lowest. Mr. Johnson is a native of Suffolk, Nansemond county, Virginia, and he has been established here about eight years. He is a man of family and his home life is of that peaceful, tranquil, honest sort for which so many strive, but few enjoy. In fraternal circles Mr. Johnson takes quite an active interest and is a prominent member of the Red Men, Knights of Pythias and the Royal Arcanum.

### E. W. TRUITT & COMPANY, BROKERS AND PACKERS IN CANNED GOODS AND CANNERS' SUPPLIES.

Among the important industries of Salisbury none ranks higher or is growing faster than that of canning fruits, vegetables and berries. These goods are shipped all over the country and many to foreign parts, carrying the name and fame of Salisbury into thousands of wide-scattered homes. The goods packed here have a fine reputation in the markets of the world and always bring the highest prices, being packed while they are fresh from the fields without having been hauled over dusty roads a long distance. This, and the fruit raised around Salisbury is the finest in the world, has given the product a name that has greatly increased the demand. One of the best known canners in this locality is E. W. Truitt & Co., whose plant is located in the suburbs of Salisbury. Although he has only been established about 6 years he has by the fine quality of the goods put up by him built up a large and flourishing business which is increasing every year. He makes a specialty of tomatoes and sweet potatoes, though he is also a large packer of strawberries, having canned 60,000 quarts this season, besides shipping 100,000 quarts to the North and West. The plant operated by Mr. Truitt covers about one-quarter of an acre and is splendidly equipped with all of the latest improved machinery. It is a model of cleanliness, and in buying the product of his establishment one need never

fear that he is getting impure food. Mr. Truitt will soon have under way a fine, new storage house, covering some 4,000 square feet. In connection with his packing business and in separate buildings Mr. Truitt also is

Pusey and his son, Mr. L. L. Pusey, both of whom are gentlemen of sterling integrity and splendid business ability, who have made their mark in the commercial world by observing the golden rule and doing good work



PLANT OF E. W. TRUITT &amp; COMPANY.

an extensive wholesale manufacturer of fertilizers. He is familiar with the needs of the land in this section, and his fertilizers have a large sale. Mr. Truitt is still a young man and is a native of Wicomico county.

### W. P. PUSEY & SON,

CONTRACTORS AND BUILDERS,  
PRINCESS ANNE.

Closely related to the growth and development of this section of Maryland, and a strikingly important factor in that growth is the contracting busi-

ness conducted by W. P. Pusey & Son, of the beautiful and progressive little city of Princess Anne. This well-known firm is composed of Mr. W. P. well-paid mechanics at work twelve months in the year. Work is always done promptly and satisfaction is guaranteed. Estimates are cheerfully fur-



COUNTY FAIR, EASTON.

has erected and furnished the brick material for many of the best and most prominent buildings of this vicinity, which stand as living testi-

monials to his handiwork, ability and skill. The News invites attention to its own magnificent structure, which is the work of his hand and brain, and among the scores of other splendid buildings for which he is responsible is the Peninsula General Hospital, which is without doubt the most superb and elegant edifice on the Eastern Shore. Then there is the High School, standing in

COURT HOUSE—PRINCESS ANNE, MD. W. P. PUSEY & SON  
CONTRACTORS AND BUILDERS.

ness conducted by W. P. Pusey & Son, of the beautiful and progressive little city of Princess Anne. This well-known firm is composed of Mr. W. P.

well-paid mechanics at work twelve months in the year. Work is always done promptly and satisfaction is guaranteed. Estimates are cheerfully fur-

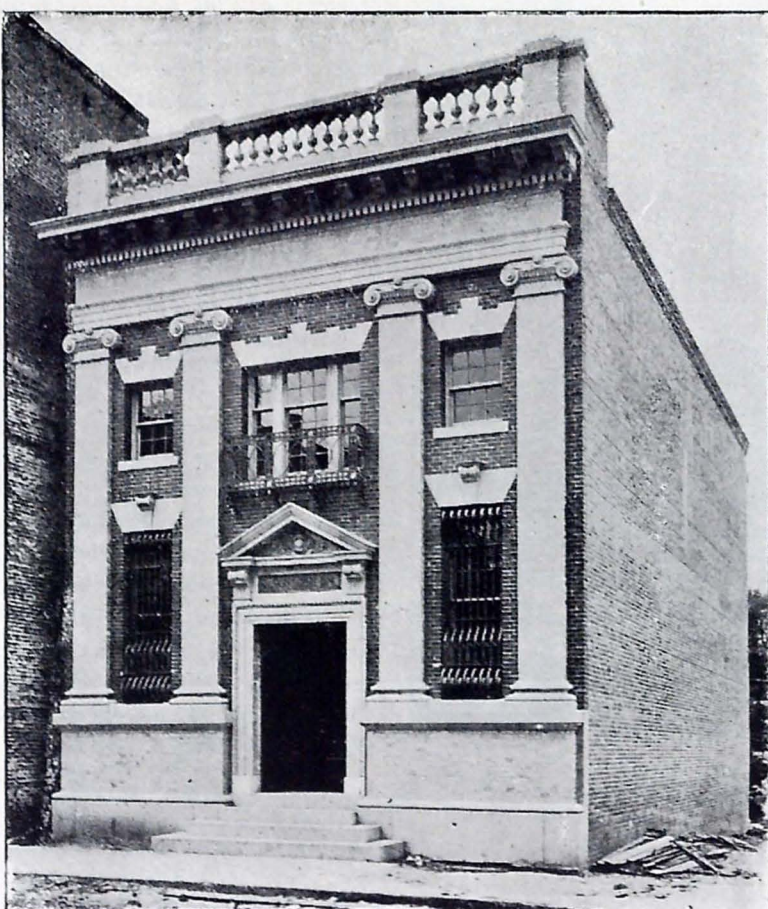
## THE SALISBURY NATIONAL BANK

A SAFE AND RELIABLE INSTITUTION

OLDEST BANK IN THE COUNTY

ESTABLISHED 1884

UNITED STATES DEPOSITORY



HOME OF THE SALISBURY NATIONAL BANK.

Of all the agencies that contribute to the growth and prosperity of a community its banking institutions are by long odds the most important. To a very great extent the enterprise of its citizens are judged by the condition of the banks, and anyone thinking of investing or making his home in a city is apt to make a close study of the resources and liabilities of its financial houses before doing so. These bank statements certainly show better than anything else the trend of affairs for the growth of a community is sure to be reflected in its banks. Should there be a healthy increase there can be no doubt in the mind of any thinking man that the city is prospering just as a decrease in deposits shows the reverse. The oldest and largest banking institution located here is the Salisbury National Bank, which for a long time was the only bank in this section. It has always been controlled and managed by some of the most solid and substantial business men of the city who have the confidence and respect of the entire community. While its methods have always been as conservative as is consistent with safe banking it has been generous in making loans upon good security and has done much toward making Salisbury the commercial capital of this section of Maryland, Virginia and Delaware. The operations of this institution are

not confined to this city, however, but extend throughout the rich farming country surrounding it and among its depositors are some of the most discriminating people in the territory tributary to the town. Every year since it was organized, in 1884, has shown a marked increase in the business transacted until it has today deposits amounting to \$365,844.92, a capital stock of \$50,000, a surplus of \$50,000 and undivided profits amounting to \$10,214.29. A study of the official sworn statement made at the close of business on July 7, 1908, is most interesting as showing the condition of the institution.

### RESOURCES.

Loans and Discounts.....	\$198,567.56
U. S. Bonds to Secure Circulation .....	50,000.00
Bonds to Secure U. S. Deposits .....	56,463.59
Other Bonds and Securities	12,400.00
Banking House, Furniture, Fixtures .....	16,000.00
Due from Approved Reserved Agents.....	159,341.65
Due from other Banks.....	15,542.33
Premiums Paid.....	175.00
Cash .....	13,721.60
Redemption Fund.....	2,500.00
Due from Treasury of U. S.	1,500.00
Taxes Paid.....	287.48
	<hr/>
	\$526,499.21

### LIABILITIES.

Capital Stock.....	\$ 50,000.00
Surplus Fund.....	50,000.00
Discount Interest, etc., less Expenses .....	737.93
Undivided Profits.....	9,476.36
Circulating Notes.....	50,000.00
Dividends Unpaid.....	440.00
Individual Deposits.....	300,181.45
Bank Deposits.....	15,663.47
U. S. Deposits.....	50,000.00
	<hr/>
	\$526,499.21

The bank occupies one of the handsomest and imposing buildings erected in 1903, and is equipped splendidly for the conduct of the large business which is carried on. The burglar and fire-proof safes and vaults are of the latest improved pattern and nothing has been left undone to make this a model banking house in every particular. The Salisbury National Bank is the United States Depository here and stands near the top notch on the roll of honor of National Banks. The officers are: W. P. Jackson, president; Jay Williams, vice-president; John H. White, cashier; W. S. Gordy, Jr., assistant cashier. The Board of Directors is made up of W. P. Jackson, W. B. Miller, Chas. F. Holland, S. E. Gordy, W. H. Jackson, Jay Williams, John H. White, W. J. Staton, J. H. Tomlinson, all well-known business men and financiers.



nished on the shortest notice. Both gentlemen are natives of Worcester county. Mr. W. P. Pusey is a resident of Snow Hill, while Mr. L. L. Pusey makes his home at Princess Anne, which is the headquarters of the Company.

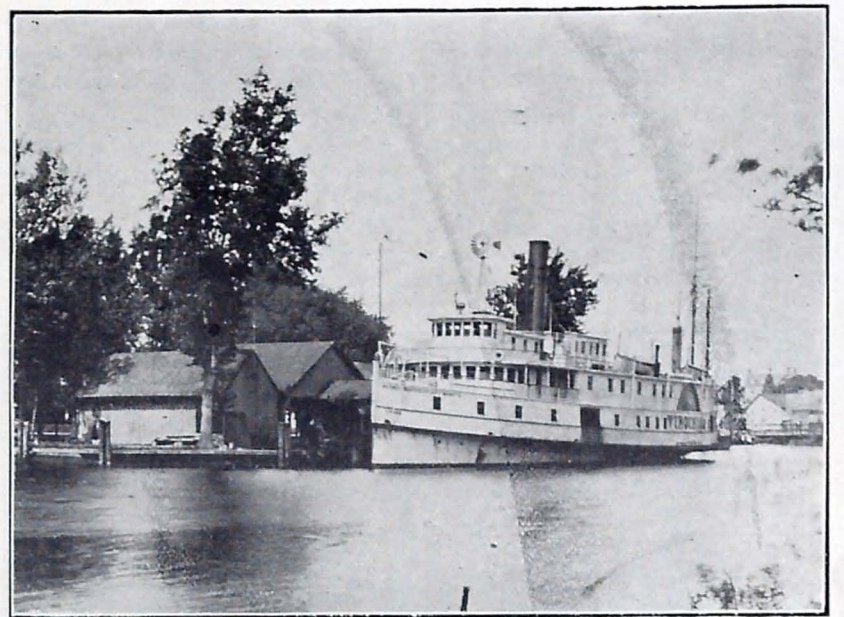
Both gentlemen are full of public spirit and are progressive and ever

JOHN T. ELLIS & SON,  
MARBLE AND GRANITE MONUMENTS, TOMBS AND HEADSTONES.

Artistic marble and granite monuments, tombs and headstones have in the last few years reached a perfect

cated at 142 Camden avenue, foot of Dock street. It has a frontage on the avenue of 50 feet, and extends to the water front for a distance of 100 feet. The buildings are modern, though the firm is old and they are equipped with every improvement for turning out work of the highest excellence. Mr. Ellis, the senior member of the firm, is a native of Salisbury, as is also his son, Mr. Ernest H. Ellis, the junior partner. Both are eminently practical men and give their personal attention to every piece of work that leaves the plant, taking pride in seeing that it is the very best that could possibly be produced. Among the most artistic and notable monuments turned out by this enterprising firm are those over the graves of Hugh Jackson, W. B. Tilghman, Dr. Robert Naylor, Dr. L. D. Collier and A. J. Benjamin, all models of artistic beauty. The firm is also extensively engaged in furnishing stone and marble work for building and among other contracts it obtained that for the work on the Court House.

The elder Mr. Ellis was for four years a member of the city council and is a member of the Knights of Pythias and his son is a Mason. They



STEAMER "VIRGINIA" AT THE CITY DOCK.

PHILLIPS & BAILEY,  
FLOUR, MEAL, BUCKWHEAT  
AND FEED.

No one has ever been able to explain why it is that home-made things

bakery, no matter how skilfully made that could compare in any particular with that like mother used to make? The people of Salisbury and this section of the Eastern Shore have this feeling when they eat the products of Phillips & Bailey's Mills, located in this city. These mills are one of the institutions of the town and the flour, meal, buckwheat, table hominy, graham flour and feed produced by them has no equal anywhere in the opinion of all lovers of good food. The Eastern Shore is known as the garden spot of the country, as the home of good eating. No meal, however elaborate it may be, is a success without good bread, in fact, it is the very foundation of every meal, and no bread is like that made from Phillips & Bailey's flour, no buckwheat cakes are so light and no hominy so delicious. It has that indescribable "home" quality which means so much to every man, woman and child on the Eastern Shore. The mills are located on the banks of the Wicomico, near Main street, and are the most thoroughly equipped of any in this section. They were established by Phillips Brothers, in 1900, and are three stories high, have a frontage of 50 feet on Main street, and run back a distance of 150



VIEW OF THE HARBOR.

ready and willing to do all in their power for the welfare of the section

THE TRUTH ABOUT STARVING.

Novelists write a lot of nonsense about the extreme suffering that accompanies starvation. It is all poppycock, says Dillon Wallace, in the Outing Magazine. Any healthy person, with a normal appetite, after missing two or three meals is as hungry as he ever gets. After a while there is a sense of weakness that grows on one, and this increases with the days. Then there comes a desire for a great deal of sleep, a sort of lassitude that is not unpleasant, and this desire becomes more pronounced as the weakness grows. The end is always in sleep.

Chatterton, the poet, poisoned himself rather than die of starvation.

tion that was not even dreamed of a decade or two ago and many of these mementoes of the dear departed to be found in our cemeteries will compare most favorably with works of art by famous sculptors, costing thousands of dollars. In no other profession has the advance been more marked than in this.

Here in Salisbury is located the largest and most thoroughly equipped establishment of this kind to be found on the Eastern Shore, that of John T. Ellis & Son, and there is no part of this section in which its trade does not extend. The success of this firm has been due purely to merit and during the 35 years of its existence it has always striven to keep more than abreast of the times and in advance of its competitors from every part of the country.

The firm was founded by Mr. John T. Ellis, and its plant is at present lo-



MARBLE AND GRANITE WORKS OF J. T. ELLIS & SON.

are both public spirited and highly respected gentlemen whose word is their bond with all who know them.

Sure pop—the anxious lover.

are always better to eat than the things that come from a distance, yet nobody will deny the truth of the assertion. Take bread for instance. Did you ever eat bread from the

# SALISBURY MARINE RAILWAY COMPANY

≈ OTIS S. LLOYD ≈

Ship and boat building has been one of the important industries of Salisbury since it was a village of a few hundred inhabitants, and it has fully kept up with the marvelous growth of the city. History tells us that as far back as the war with England in 1812 two sloops-of-war were built on the Wicomico for the protection of the towns of the Eastern Shore, and doubtless before this many of the coasting vessels were built here. The Salisbury Marine Railway Company is the largest and most important shipbuilding and repairing plant of this section, and is splendidly equipped. This enterprise, one of the most important in Salisbury, is conducted by Otis S. Lloyd, general manager, and James Williams, assistant general manager, both of them practical men who have had an experience of years. They have gathered about them a corps of twenty skilled workmen who are not to be surpassed anywhere. The company designs and builds boats of all classes, are contractors and builders of bridges and wharves, does all kind of repair work, are also boat brokers and agents for the leading gas, gasoline and kerosene engines, new and second hand. The yard is

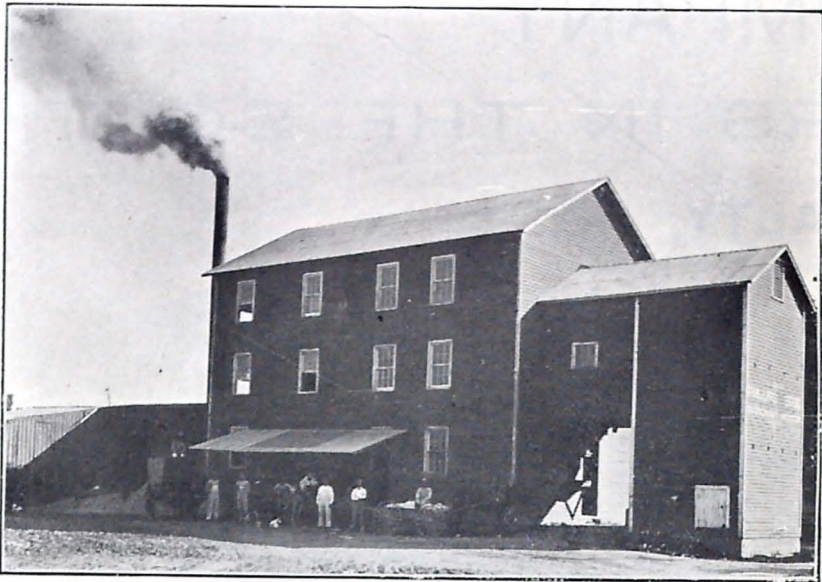


equipped with a thoroughly modern marine railway, on which can be placed any kind of vessel up to 150 tons, and there is a depth of water on the company's front of from ten to twelve feet. Some of the vessels built by this firm are the Margaret A. Travers, Norma, Seven Marys, Rebecca McLane, Eva Cliff (gasoline), J. W. Wilson and Seward. These are, however, only a few of the many that can be found in every port along the coast. Mr. Lloyd bought the present plant from Mr. A. F. Parsons about seven years ago. He had formerly been engaged in building boats at White Haven, but decided to branch out on a larger scale. He made many improvements in the plant, and about twenty months ago formed a partnership with Mr. James Williams under the style of the Salisbury Marine Railway Company. Both of these gentlemen are natives of Wicomico, are thoroughly practical and experienced men, having spent their lives in shipbuilding, and have the entire confidence of the vessel owners who come to this port. They are kept busy all the time, which is the best illustration that their services are in demand, and the business is steadily increasing.

—BUILDERS OF—

## Boats, Bridges, Wharves and Docks





PHILLIPS AND BAILEY'S MILL.

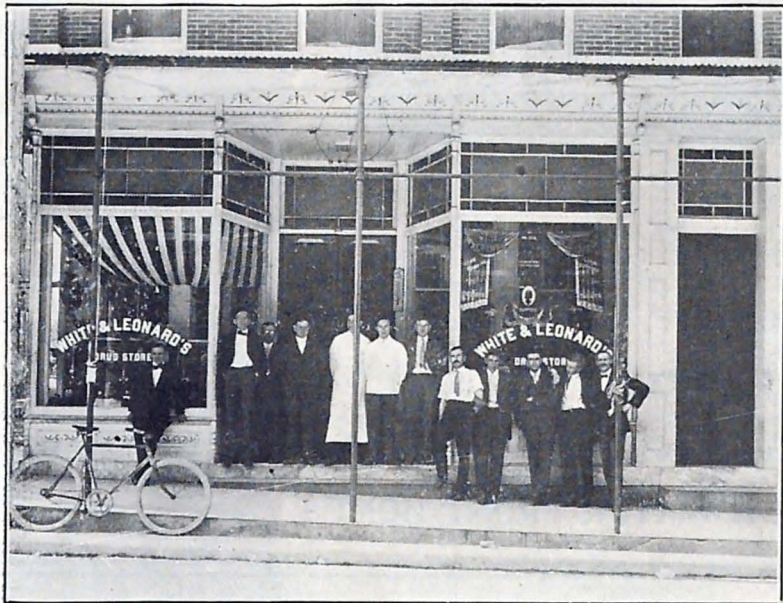
feet. The capacity is 50 barrels of flour a day; 100 bushels of meal, and the other products, buckwheat, table hominy, graham flour and feed proportionately. There are no idle days at this mill, for the product finds a ready sale, and it is only a question of time when an enlargement will have to be made. The firm of Phillips & Mitchell was succeeded by that of Phillips Bros., and in turn by the present house of Phillips & Bailey. The present proprietors are Mr. U. C. Phillips and Mr. E. D. Bailey, both of whom are practical millers who understand their business in its every detail. Mr. Phillips is a native of Salisbury, while his partner, Mr. Bailey, comes from Snow Hill. Both are progressive citizens of the highest standard.

#### WHITE & LEONARD.

DRUGGISTS, STATIONERS AND BOOKSELLERS.

The well-appointed modern pharmacy is one of the most attractive and important institutions of any city. Their shelves are not lined with dusty bottles and advertising almanacs as they were in the days of our grandfathers and in place of this came the richly and beautifully equipped store of today, presided over by skilled graduates in their profession, who thoroughly understand every branch of the business and sell according to the law of the land. In Salisbury we have the handsomest establishment of this kind on

the Peninsula; it is conducted by that well-known and progressive firm of White & Leonard, corner of Main and St. Peter streets, and would be a credit to any city many times larger than ours. Here two floors are occupied with an aggregate space of 5,000 square feet, the upper being devoted to the reserve stock. The store proper is beautiful, large, airy, and



WHITE AND LEONARD'S TWENTIETH CENTURY DRUG STORE.

comfortable, with its snow white Leonard's No. 2. This store is a shelving, glittering crystals, and taste-duplicate in stock of the main house, fully displayed stock. It's a delight-and is a great convenience to the residents of that section. Mr. White is

went to linger and sip the glorious soda water and other delicious and invigorating decoctions served from the elegant fountain and made from the finest fruit. Everything that may be had in a first-class pharmacy in a big city is to be found there, patent and proprietary medicines, toilet articles in profusion for the bath or boudoir, and every fad for the comfort and luxury of the lady of fashion. Of course the prescription trade is the one great specialty of the house, and physician and patient alike may rest assured that they are getting exactly what is prescribed, in correct quantity and proportion. In addition to the drug line White & Leonard are the largest dealers in books and stationery in the city, and in the latter line including everything from the cheapest pencil pad to the costliest of linens and largest of blank books, while all the latest publications of the day are offered as soon as printed. The enterprise was established by Mr. E. Riall White, in 1890, and later Mr. James F. Leonard was admitted as a partner, but about six years ago the latter retired, and Mr. White continues to conduct the establishment under the old firm name. A new branch was established recently, at Church street, near the N. Y., P. & N. R. R., and is known as White &



"FIRST CHOICE" CANTALOUPE. ALLEN FARM.

a native of Salisbury, but learned his profession in Philadelphia, where he graduated from the Philadelphia College of Pharmacy. He is widely known as one of our hustling and most enterprising young business men, who are doing so much for the advancement of Salisbury.

#### CHARLES E. JAMES.

"FATHER OF REFRIGERATION" ON THE PENINSULA.

In the seven years that Mr. Charles E. James has been the representative here of the Armour Fruit Growers' Express he has seen the shipments grow from one carload, in the first year, to 1,000 carloads during the past season. This great result has been brought about by persistent and untiring energy and an intelligent campaign of education, and today finds the berry and truck growers of the Peninsula with the markets of the entire country within their reach. In former days it was impossible to ship such products as our farms produce to distant points, as the time consumed and the intense heat of the old-fashioned cars invariably ruined the goods long before their destination was reached, but with the advent of the refrigerator car, always kept at proper temperature, by ice and ventilation, and the introduction of the fast flying Fruit Growers' Express all this was changed and our shippers now



CHARLES E. JAMES.

consumption at a loss, and it is not only by reaching such markets that our farmers benefit, but by the fact

# THE FARMERS AND MERCHANTS BANK

## SALISBURY, MARYLAND

A STAUNCH FINANCIAL BULWARK OF THE EASTERN SHORE  
STATE DEPOSITARY

L. E. WILLIAMS, President

SAMUEL A. GRAHAM, Cashier

H. W. RUARK, Teller

R. D. GRIER, Vice-President

E. C. FULTON, Asst. Cashier

The banks of a community act in the same relation to its progress and prosperity as the pulse of the human body shows its weakness and strength. A study of the sworn statements of the resources and liabilities of the financial institutions as they are issued regularly, as required by law in the case of all national banks, will show whether the deposits are decreasing or increasing, and the loans will also indicate the condition of the money market. But this study not only shows whether the city is advancing in prosperity or not; it also plainly shows whether the bank is doing a good business or the reverse.

Judged by a study of these statements, the Farmers and Merchants' Bank, which is located in a beautiful new building on Main street, is one of the strongest institutions in the State, and since it was founded, in 1893, has had a steady, healthy, gradual growth that has been equaled by but few institutions in the country. This staunch financial bulwark of the Eastern Shore was founded prior to the panic of 1893, and in the beginning had a capital stock of only \$12,000. During that memorable panic year, when

some of the oldest and strongest banks of the country went to the wall, the young bank survived, and every year since has seen its deposits, earnings and surplus increase until at the present time the total resources are in the neighborhood of \$400,000. The capital stock has been increased from \$12,000 to \$65,000 and the surplus is \$20,000, more than one and a half times as great as the original capital. This has been the work of only 15 years, and it is certainly a record of which the officers may take a pardonable pride. All this time the directors have continued to adhere strictly to legitimate commercial banking, loaning money in moderate amounts to reputable patrons. It has established connections in all the leading cities, and at the present time is better able than ever to handle its increasing business. The following is a statement of the liabilities and resources at the close of business on May 14, 1903:

RESOURCES.  
Loans and discounts.....\$212,522.55  
Overdrafts, secured and unsecured..... 1,887.73  
Stocks, securities, etc..... 61,593.50

Banking house, furniture and fixtures..... 17,000.00  
Due from national banks... 87,058.11  
Due from State banks..... 1,209.09  
Money in bank..... 17,224.72

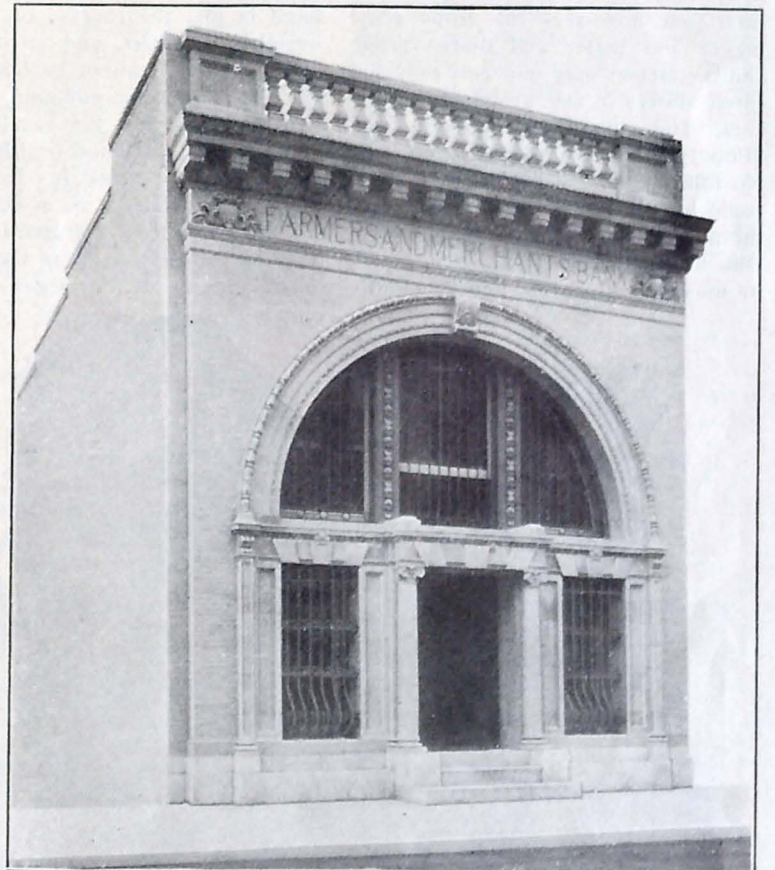
Total .....\$398,495.70

#### LIABILITIES.

Capital stock paid in..... \$67,200.00  
Surplus fund..... 20,000.00  
Undivided profits, less expenses and taxes paid.... 2,125.93  
Due to national banks..... 20,505.08  
Due to State banks..... 491.83  
Dividends unpaid..... 87.00  
Individual deposits subject to check..... 288,085.86

Total .....\$398,495.70

The officers of the bank are: Messrs. L. E. Williams, president; R. D. Grier, vice-president; S. A. Graham, cashier; E. C. Fulton, assistant cashier, and H. W. Ruark, teller. The board of directors is made up of M. V. Brewington, Joseph L. Bailey, W. J. Downing, Robert D. Grier, A. A. Gillis, L. W. Gunby, George D. Insley, W. H. McConkey, Dean W. Perdue, Lacy Thoroughgood, L. E. Williams, James E. Ellegood.



HOME OF THE FARMERS AND MERCHANTS BANK.



# J. A. JONES & COMPANY

## THE LARGEST FARM BROKERS IN THE SOUTH

### FARM LANDS A SPECIALTY

The modern real estate dealer is of vast benefit to any community which wishes to attract within its borders a class of citizens who will add to the commercial, industrial and social life. The very nature of his calling compels him to be a hustler and the hundreds of dollars annually invested in advertising what he has to sell shows to the outside world every advantage that the locality has to offer to the homeseeker, manufacturer, or investor. In Salisbury, the palm as leader must be handed J. A. Jones & Co. The gentleman at the head of the company is known far and wide as a leader of that type of pushing and progressive young men who are doing the lion's share in the upbuilding of the New South. A glance at sales books and lists of properties will prove him the largest farm broker in the South, but it is in the Eastern Shore of Maryland that he has shown his greatest interest. In this sun-kissed section, where the fields flow red with the luscious strawberries, the gardens filled with vegetables, the best that can be grown, the orchards laden with fruit and the farms deep in grain; he has bargains to meet every purse, and himself a successful farmer and man of keen discernment and sound judgment is always ready to aid the prospective buyer in the selec-



J. A. JONES.

tion of property that would be the most profitable investment. In addition to such lands he has many beautiful water front homes, city property, and poultry farms for sale, and a vast amount for exchange. His catalogues, lists and illustrated books are well worth studying and will be mailed for the asking. Mr. Jones is a native of Wicomico county, and was raised on a farm, but his inclinations were toward a business career and after graduating at Palm's Business College, and the State Normal School, in Baltimore, he became a traveling representative of commission houses of Philadelphia and Boston. Finding a good field for a high-class real estate business in Salisbury, he was quick to seize the opportunity and four years ago opened his present offices at 118 Main street. Since its inception the enterprise has been a big success, as is best evidenced by the fact that already this year he has sold 18 valuable farms, a large amount of city property, and engineered several exchanges of a large scale. This success has been achieved by the hardest kind of work, keen sagacity and unflinching integrity. Fraternally he is popular and prominent, being a member of the Maccabees, Woodmen of the World and Red Men.

PROPERTIES BOUGHT, SOLD and EXCHANGED

CITY PROPERTY FOR SALE

SPECIAL BARGAINS IN FRUIT, TRUCK, GRAIN, GRASS and POULTRY FARMS

BEAUTIFUL WATER FRONT HOMES

that the big commission people of the cities now send their representatives to the growers and the crops are bought in bulk at prices unheard of a few years ago. The very moderate increase in cost of transportation is lost sight of in the advanced prices, and the refrigerated cars of the Armour Fruit Growers' Express have been a factor of vast benefit in the developing of the rich resources of the Eastern Shore. At first the growers looked with doubt upon the venture, but the practical mind of practical "Pop James" soon convinced them that at last the relief needed from over production had come and each year now sees the crops grow bigger and better and more varied, and the farmer may now rest easy, assured always of fair prices, new markets, and increasing consumption. "Pop James" came to Salisbury from Norfolk, and no better representative could have been selected to introduce the new idea, for besides being a man who knows the shipping business to its most minute detail, he is a gentle-

city and has shown his faith in her future by purchasing a handsome residence on Church street, and hopes soon to bring his family to make Salisbury his permanent home.

J. COSTON GOSLEE.

DAIRY FARM.

Pure milk is one of the richest, most strengthening and most healthful of all foods. It can be retained in the system when the stomach refuses almost everything else, and as an aid in time of sickness, it is simply invaluable. Impure milk on the other hand is just the reverse of all these excellent qualities, and so it is that too much care cannot be taken when the selection of a milkman is under consideration, for the result of the choice will mean good health or poor for those who drink it. In a small city like Salisbury it is, of course, impossible to throw safeguards around the sale of milk, such as the government does in all the larger cities, by



HOME OF J. COSTON GOSLEE, NEAR SALISBURY.

his supply. No mistake can be made by those who want a daily supply of pure, wholesome milk and butter by patronizing Mr. J. Coston Goslee, who has a line of delivery wagons running daily throughout the city. Mr. Goslee has been in the dairy business for many years, and all of his milk comes fresh and pure, direct from his farm, on the outskirts of the city. There he has one of the finest herds of Jersey, Guernsey and Alderney cows ever gathered together, young, healthy and well-cared for. His pastures are free from weeds and a stream of pure, running water runs through the place. His dairy is one of the neatest and cleanest of places, the utensils are thoroughly scalded after being used, and all of his employees are required to use the greatest care in handling the product. It comes to his customers literally from "cow to bottle," which are hermetically sealed. Mr. Goslee was born and bred near Salisbury, and his reputation is of the best, no one would ever hint of his being guilty of such a thing as adulteration and endangering the health of his customers.

Friend—You took your son into the establishment some months ago to teach him the business, I understand. How did it turn out?

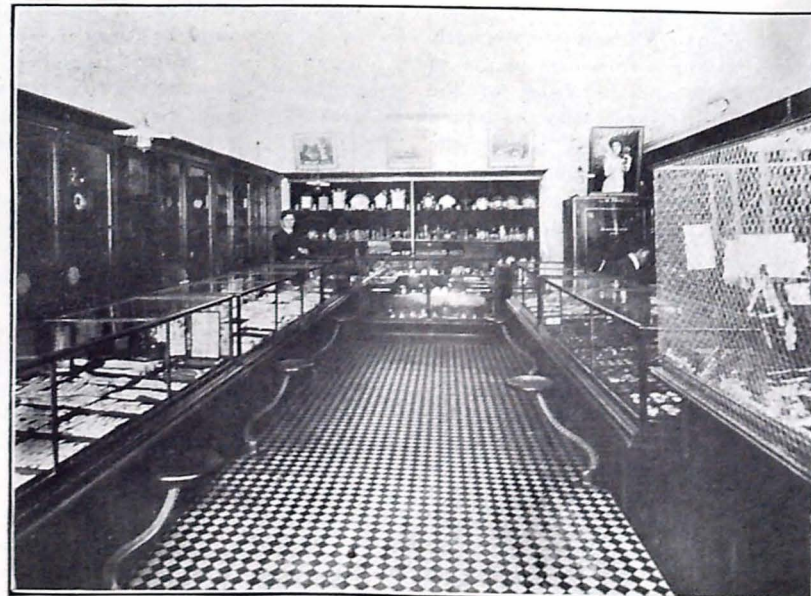
Business Man (wearily)—Great success! He's teaching me now.

G. M. FISHER.

JEWELER AND WATCHMAKER.

Perhaps the most attractive of all the attractive stores in every city are those engaged in the sale of jewelry.

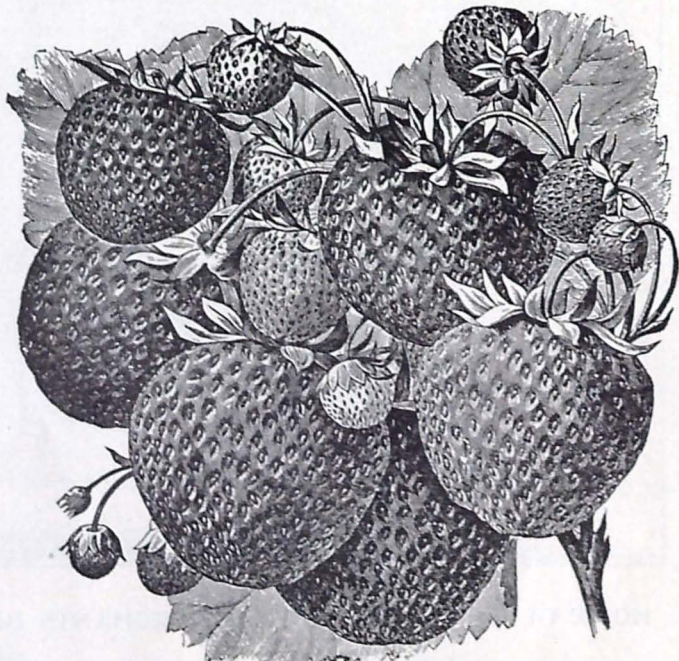
indicates better than anything that nearly everyone is a lover of jewelry, or a good watch, or both, and that they are only waiting until they can afford to gratify their desire to buy. When the opportunity does come they should be careful in the selection of the place to spend their money, and above all things don't buy cheap or "fancy" jewelry. Good jewelry and a good watch are just about as good investments as could possibly be made. In buying gold, silver and precious stones you are not really spending money, but simply investing it, an investment that can be realized upon at any time at very nearly the real value and this is something that cannot be said of any other article of merchandise. Here in Salisbury is located one of the most reliable, up-to-date and complete jewelry stores to be found anywhere. It is conducted by Mr. G. M. Fisher, at 127 Main street, where he keeps a full and complete line of the most reliable watches, diamonds, jewelry, silverware, cut glass, clocks and other similar articles. His stock is beauti-



JEWELRY STORE OF G. M. FISHER.

Watch the crowd as it surges down the main thoroughfare. More people, three to one, will stop to look in the jeweler's window than in any other. This

fully arranged in heavy bevelled glass show-cases and makes a pleasing picture. He employs only the most skillful workmen in his repairing and



THE WELL-NAMED "SPLENDID" STRAWBERRY.

man of genial disposition and is extremely popular with a great host of friends. He takes great interest in the municipal affairs of his adopted

the employment of inspectors and for this reason the consumer has of necessity to depend entirely upon the honesty of the milkman who furnishes



engraving department and they turn out work that cannot be surpassed anywhere. Mr. Fisher is himself a practical watchmaker and jeweler and gives his personal attention to every detail of the work done in his establishment. Although he has only been in business in Salisbury since October, 1906, he has already made a large circle of friends and acquaintances



WILLIAM STREET, EAST FROM DIVISION.

throughout this section, who are gratified at the success he has achieved. Mr. Fisher is originally from Virginia, where he was born and learned his trade.

#### SALISBURY CANDY COMPANY. CONFECTIONERS.

There are few people who have not a sweet tooth, and as a consequence the amount expended yearly for confections goes away up into the millions and the trade gives employment to thousands of people. To satisfy this demand there was organized in this city on May 2 of the present year by a number of enterprising citizens the Salisbury Candy Company, wholesale dealers in confections, cakes, crackers, drugs, essences, fruits, nuts and similar articles. Notwithstanding the fact that competition in this line of goods is, to put it mildly, brisk, the enterprise was a success from the very beginning and its trade has continued to grow rapidly, and the prospects for the future are most flattering. This result has not only been caused by the energy and vim that the men behind the enterprise have placed in the business, but also from the fact that from the very beginning they determined to handle only the purest goods obtainable. In the past the adultera-

and Delaware. The company has a large warehouse 30x80 feet, two stories high, with a floor space of nearly 50,000 square feet, and at the present rate of increase this will soon have to be greatly enlarged. The stock of goods carried is one of the most complete in the country, and there is nothing in the lines handled that this company cannot supply at once at

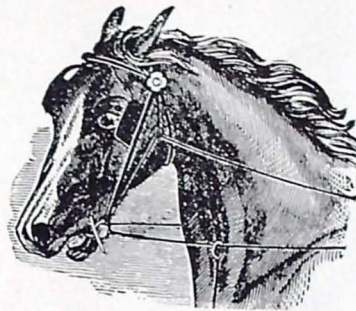
rant, located conveniently on Main street, in the centre of the business section of the city, is headquarters for the epicures of this section. The proprietors, Messrs. C. N. Bennett and Edward White, are both experienced restaurant men, natives of this section and are thoroughly alive to the needs of its residents. When one wants the best food and service he need go no further than the Salisbury Restaurant. Soft drinks, ice cream and all the delicacies of the season are to be had at any time and one or the other of the proprietors is always on hand to see that their customers are properly served. They are progressive men, with the right idea of how to do business.

#### E. HOMER WHITE SHOE CO.

For health, comfort and appearance too much care cannot be exercised in the selection of footwear, for it means much for the happiness of the wearer. Damp feet mean cold, ill-fitting shoes, discomfort of the worst kind, and no matter how well a person is otherwise dressed, unless he is well-shod the whole effect is spoiled. And from an economical standpoint it pays to wear good shoes. They always look well until they are worn out, keep their shape and add generally to the pleasure of living. The largest, most completely equipped, exclusive shoe store on the Penin-

much in demand as the average physician, and he leads the same kind of life, only still more strenuous, for he has many calls to distant sections of the country where physicians are permanently located. In an agricultural country such as that surrounding Salisbury the services of a veterinary are constantly in demand and he is on the go nearly all the time besides attending to a large practice within the limits of the city.

Located in Salisbury, in the person



of Dr. Scott is one of the most expert veterinary surgeons to be found anywhere, and since taking up his residence here he has built up the largest practice in this section. Dr. Scott has an office in the Palace Stables of Mr. James E. Lowe, where he can be reached at any time by telephone, telegraph, mail or in person. He comes originally from Michigan, but has lived here a long time, and has made a large circle of friends among the



STORE OF THE E. HOMER WHITE SHOE COMPANY.

sula is located here in Salisbury, and the establishment of the E. Homer White Company, on Main street, would be a credit to the largest city. It is thoroughly modern and up-to-date in all its appointments, and the stock carried is the most complete and select that could be gathered from the best factories in the country. A full line of men's, ladies', youths' and children's shoes is carried by this enterprising firm and their prices are most reasonable. Their undivided attention is given entirely to the shoe business, and it stands to reason that they are in a better position to supply the public than merchants who deal in dozens of different kinds of goods, carrying shoes simply as a sort of side line. A specialty is made of the "Dorsch" shoe, for men, and the "Selby," for ladies, two of the finest grades on the market. A complete line of findings, such as laces, lasts, blacking and brushes, is also carried. The E. Homer White Shoe Co. was organized in 1905, and is the successor of Dickerson & White, who had built up a successful business here. Mr. E. Homer White was a member of this firm. He is one of the type of young men who have made Salisbury the bustling city that it is today, through their energy and enterprise and is one of her most successful merchants. Mr. White is a native of the county and has lived here ten years, being formerly in the employ of the L. G. Gunby Co. He is wide awake, public spirited and a thorough gentleman.

#### DR. SCOTT,

#### VETERINARY SURGEON.

In these days of scientific research and progress the diseases of horses and other animals are given almost as much attention as those to which human beings are subject and in many cases they get better care and more attention than we do.

The veterinary surgeon is nearly as

velop at the present rate it is destined to become much greater. There is no good reason with a plant like that possessed by the Fulton Milling Company that the people of this rapidly growing section should go to other places for their flour when it can be had just as good and in most places better right here at home. The way to build up a section is to patronize home industries, especially when you can get the same goods for the same or less money.

The plant of the Fulton Milling Co. is located near the tracks of the B. C. & A. Railroad, which makes it most convenient and economical as a shipping point. It has a capacity of 50 barrels a day and is equipped with a complete system of new Roller Mill machinery of the most improved pattern. Nothing has been left undone to make this one of the model mills of the country and its product will compare most favorably with that of any mills anywhere. The principal brands of flour made are "Cream of Wheat," "Farmers' Delight" and "Ideal," brands that already have a tremendous and steady sale which is increasing so rapidly as to tax the capacity of the mills to their utmost. A fine quality of meal, cracked corn, table hominy, crushed cob corn and mill feed is also produced in large quantities and finds a ready sale.

The Fulton Milling Co. is the successor of Brittingham & Parsons, who had been in business about three years, when the transfer was made. The company was incorporated on June 1 of the present year, with the following officers: Thomas H. Tilghman, president; John W. Brittingham, vice-president, and E. J. C. Parsons, secretary and treasurer. Mr. Tilghman is the well-known wholesale lumber dealer; Mr. Brittingham and Mr. Parsons were members of the old firm of Brittingham & Parsons, and are practical millers.

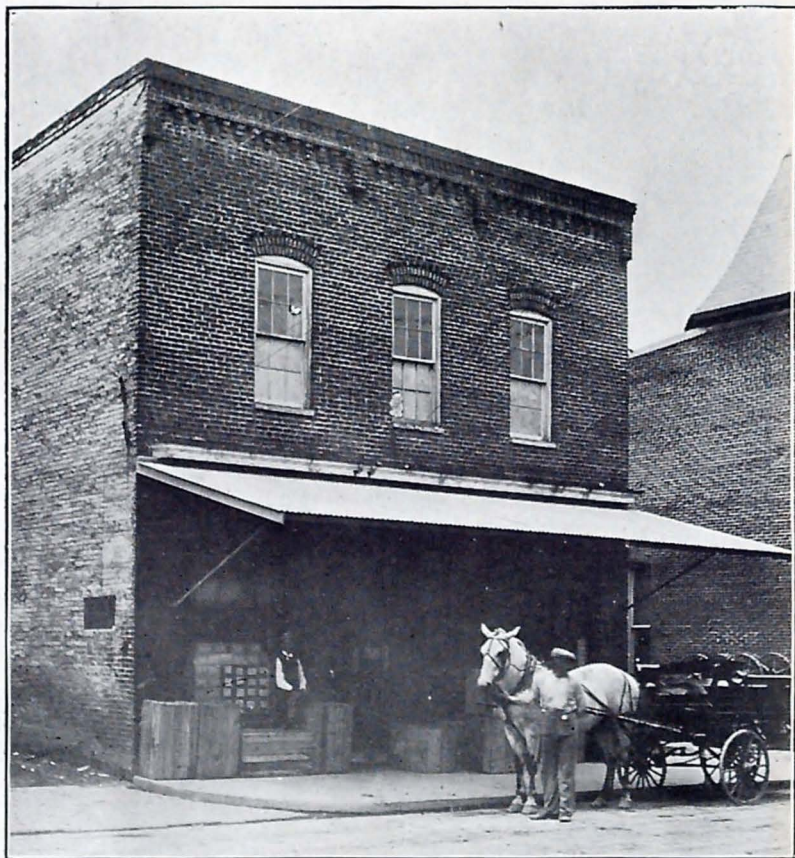
#### JOHN NELSON,

#### HOUSE AND SIGN PAINTING, PAPER HANGING, ETC.

There is no one thing in the world that adds more to its beauty than does paint when it is applied in the right kind of way, the colors blended harmoniously and the right kind of material used. Many a house considered a model of beauty by everyone would be positively unsightly without its artistic covering of paint. It hides defects or makes them less apparent and preserves from the ravages of Father Time for years what would otherwise soon be the prey of the elements. The people of Salisbury and this section of the Eastern Shore are to be congratulated on having as one of its citizens a gentleman who is second to none in his mastery of the art of painting in all its branches. Mr. John Nelson, whose place of business is located at Camden avenue and Dock street, has by 28 years of increasing work demonstrated his fitness to receive this high praise and much of the artistic beauty to be

#### FULTON MILLING COMPANY.

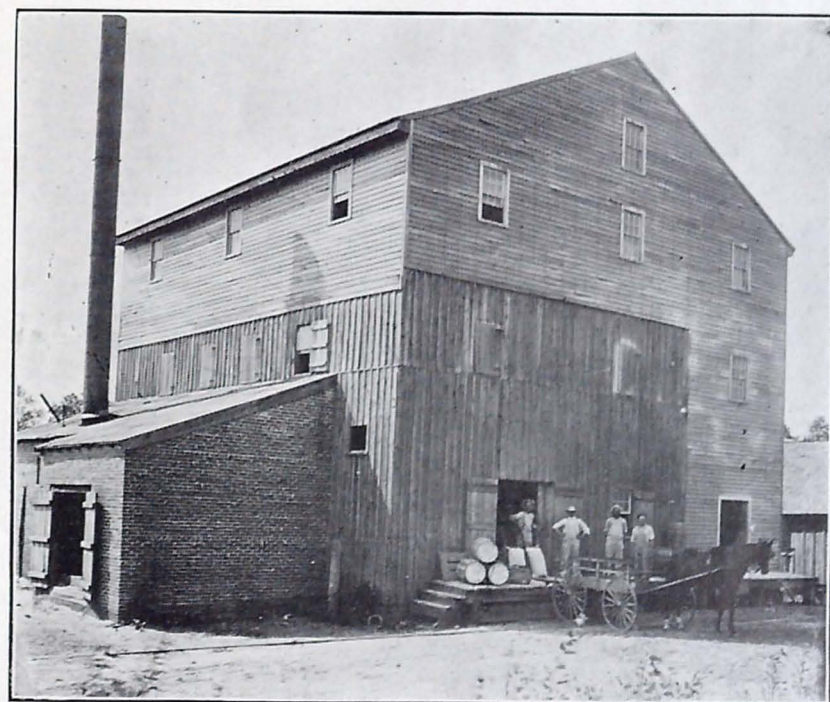
That Salisbury is a centre of the milling industry is amply proven by the success with which such enterprises have met with here, and especially in the case of the Fulton Milling Company, which, though the



HEADQUARTERS SALISBURY CANDY COMPANY.

tion of candies has been notorious and many harmful results have come from the practice, which hurt not only the consumer, but the shortsighted part of the trade as well. The policy of the Salisbury Candy Company has been consistently one of "purity," and it could well adopt the word as a trade mark. That the policy has been right is shown from the fact that its trade is being extended rapidly and is being energetically pushed throughout the Eastern Shore, Maryland, Virginia

are produced anywhere in the same area, the tributaries of the Chesapeake teem with the finest fish, oysters, crabs and clams; game is still to be had in abundance, and at reasonable prices and the sea food of the great Atlantic is only a few miles away. With all these unrivalled advantages it is no wonder that the people get plenty of the good things of life, for though they ship much to the great cities, they never forget to keep plenty for themselves. The Salisbury Restau-



PLANT OF THE FULTON MILLING COMPANY.

youngest on the Eastern Shore, is the largest and best equipped. The flour, meal and feed business of this section of Maryland, Virginia and Delaware is one of great importance, and as this rich territory continues to de-

found in Salisbury, of which its people are so rightfully proud, is due to his brush and artistic expression. Mr. Nelson does all kinds of house and sign painting, graining, frescoing, hardwood finishing and paper hang-



ing, and his estimates, which will be furnished promptly at any time, will be found to be as low as is consistent with good work and the use of the best materials. The fact that Mr. Nelson has successfully conducted a large and constantly growing business in Salisbury for 28 years is the best evidence that could be offered

seriously retarded. Coal for heating, and steam for power, are fast giving way to gas and electricity, for both purposes, just as the candle and oil have been relegated to the limbo of the past, except in the most unprogressive backwoods communities. There is no city in the country, no matter where it is situated, that can

being controlled by local capital a large number of important improvements have been made until now it can be classed as one of the model plants in the country. The company has a perfect equipment for supplying the city and suburbs with electricity for power, lighting or heating purposes at reasonable prices and no institution in the city has and is doing so much to add to the convenience, pleasure and comfort of its inhabitants. The charter of the company gives it the power to lay steam pipes under the street beds and at no distant day every house in the city may be heated with steam from the central plant. This has been found to be entirely feasible and much more economical, cleanly and healthy than the methods now in vogue. The company under its present management is progressive, and is ready at any and all times to do all in its power to lend its aid to any enterprise that is for the advancement of the progress of the city, and has done much for its welfare since the reorganization last year. Both steam

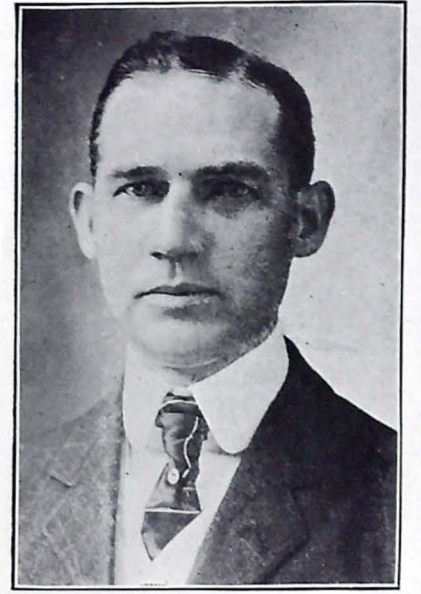
and water are used as power at the plant, which is equipped with a 300-H. P. Baldwin engine and four dynamos. The entire lighting of the city, which is excellently done, is in the hands of the company. The officers are William J. Downing, president; M. V. Brewington, vice-president; S. A. Graham, treasurer; William M. Cooper, secretary, and Frank H. Hynson, superintendent. These gentlemen will be recognized as among the leading business men of the city as well as the most progressive.

When a bachelor flatters a girl she is apt to mistake him for Cupid's advance agent.

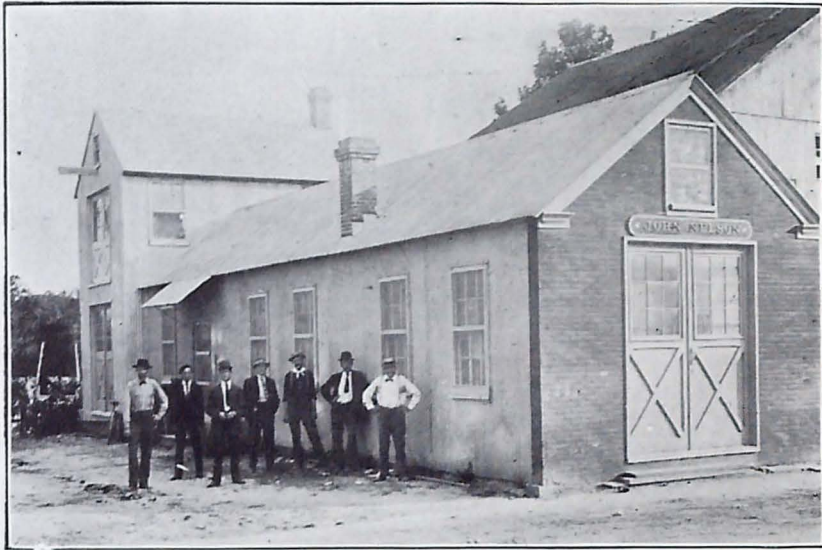
A man never boasts that he doesn't know the meaning of fear when his wife is present.

You will always get the hearty approval of at least one person when you please yourself.

It isn't always a case of "snakes" when a man sees things double. Perhaps he's not a bachelor.



I. E. JONES,  
DIV. PASS. AGENT B. C. & A. RY.  
SALISBURY.



JOHN NELSON'S HOUSE AND SIGN PAINTING HEADQUARTERS.

that he has the confidence and support of the people of this community. There is hardly a house of any pretensions in the city that has not been beautified by him and his clientele extends throughout this section. His shops, 30x70 feet, are equipped to do every kind of work and he employs none but the best workmen. Mr. Nelson is a native of Philadelphia, but has lived in Salisbury nearly all his life. He is a member of the Elks, Red Men and the Royal Arcanum, in all of which orders he takes a deep interest.

#### SALISBURY LIGHT, HEAT AND POWER COMPANY.

Light, heat and power are three of the most important essentials to the progress of the modern city and unless these can be had at a reasonable figure and in the most improved manner the progress and prosperity of the community is bound to be most

lay claim to the fact that it has better, cheaper and cleaner light, heat and power than can Salisbury, which is supplied by the Salisbury Light, Heat and Power Company, one of the most progressive and enterprising concerns of this kind ever organized. That the people appreciate the splendid service that it gives them is best shown by the large and ever increasing patronage they bestow upon this company. The Salisbury Light, Heat & Power Company, which has offices at 107 Main street, and a plant located at the falls of the Wicomico River, which falls they control, first started by the Lees, of Wilmington, Del., was next controlled by Mr. Thompson, of Smyrna, and about 14 years ago it was sold to R. M. and W. T. Johnson, Milford, Del., and they sold to Lewis Delmas, who for six years conducted it under its present title. In May of last year it passed into the hands of a number of prominent Salisbury people and since



PLANT OF THE SALISBURY LIGHT, HEAT AND POWER COMPANY.

W. H. JACKSON, Pres.

W. P. JACKSON, V.-Pres.

J. D. PRICE, Treas. & Gen. Mgr.

J. H. TOMLINSON, Asst. Mgr.

W. M. COOPER, Secretary

W. F. DUSCH

M. V. BREWINGTON

## SALISBURY ICE COMPANY

WHOLESALE AND RETAIL ICE DEALERS

DAILY CAPACITY  
75 TONS

PURE CRYSTAL ICE MADE FROM DISTILLED WATER

STORAGE CAPACITY  
7500 TONS

SATISFACTION GUARANTEED

Artificial ice has almost driven the natural article entirely from the market, except in the most isolated sections of the country, and as soon as its superiority is demonstrated it will come into universal use wherever pos-

sible. The fact that the most eminent chemists have declared that when it is properly made that it is 100 per cent. pure, and that there is no possibility of conveying disease germs into the human stomach through its agency, has done much to bring about this result. When artificial ice was first introduced, not a great many

years ago, the popular fallacy was widespread that it was dangerous to health. The impression was almost universal that in the process of freezing all impurities were eliminated from natural ice, no matter how foul

facture, and the plant of the Salisbury Ice Company is a model one, equipped with the finest machinery that ample capital can provide. It is, in fact, three plants in one, for up to last year, when the consolidation took

at the three plants, all of which continue to be operated as before, have a combined daily capacity of seventy-five tons and a storage capacity of 7,500 tons. The trade extends throughout this section of Maryland, Virginia

and does a large business, being splendidly equipped to handle over 100 cars daily. It always keeps on hand an ample supply of ice, made during the winter for this purpose. The officers are: Congressman W. H.



PLANT NO. 1, SALISBURY ICE COMPANY.



PLANT NO. 2, SALISBURY ICE COMPANY.

sible. The fact that the most eminent chemists have declared that when it is properly made that it is 100 per cent. pure, and that there is no possibility of conveying disease germs into the human stomach through its agency, has done much to bring about this result. When artificial ice was first introduced, not a great many

the water from which it was frozen. This is still believed by many, but it is gradually being demonstrated by chemists everywhere that this is untrue and that the only pure article is artificial ice frozen from distilled water.

Salisbury has without doubt the purest ice that it is possible to manu-

place, three was the number in the city. They were the Crystal Ice Company, the Maryland Ice Company and the Salisbury Ice Manufacturing Company. Last year the Salisbury Ice Company was formed and absorbed the others, the same interests being back of it as had been behind the original companies. The company

and Delaware, and the plant has the largest capacity south of Wilmington. It is located near the depot of the B. C. & A. R. R. Company and also the N. Y., P. & N., with which it is connected by a short spur, so that cars can be loaded directly from the plant. The company is also largely engaged in the refrigeration of fruits of all

Jackson, president; W. P. Jackson, vice-president; J. D. Price, treasurer and general manager; W. M. Cooper, secretary; J. H. Tomlinson, assistant manager; W. F. Dusch and M. V. Brewington.

They are all excellent citizens, public-spirited and progressive.



## Salisbury Building Loan and Banking Association.

In the progress and development of every city two of the most important agencies, if not the most important, are its banks and its building associations. The first is the resource of the business man in all his dealings, and without its aid but few men in business could carry on their enterprises successfully. The building association is the great home builder, and without it thousands of people who are now the possessors of happy homes would still be rent payers or living in boarding houses. Many have often

wondered why these important institutions should not be connected, as their interests are so closely bound together, but they would not have done so had they lived in Salisbury, for the partnership has been successfully formed here and has worked marvellously well.

The Salisbury Building, Loan and Banking Association is one of the soundest and most useful institutions on the Eastern Shore, and has done as much as anything else toward making the progress and prosperity of

this section such an assured fact. During its existence hundreds of homes have been built and paid for by its aid, and as the years go by its usefulness constantly increases. Its management has always been upon broad, liberal and progressive yet conservative lines, and this policy has not only been of benefit to its many patrons, but has also brought it abundant success. An association that has never paid less than 7 per cent. to its stockholders, in good as well as bad times, certainly has a right to go on the roll

of honor, and there the name of the Salisbury Building, Loan and Banking Association will be found.

The institution was founded in 1887 as a purely building and loan association, and as such was a pronounced success. In 1902 it was decided to incorporate the banking feature, and when this was done the success was still greater and has continued year after year. Although it is one company, two entire sets of books are kept, but at the end of the fiscal year the profits are merged and distributed.

The statement of assets and liabilities will give the best idea of the present condition of this institution. The officers and board of directors are: Dr. F. M. Slemmons, president; L. W. Gunby, vice-president and examiner; L. Ernest Williams, treasurer; F. Leonard Wailes, examiner; Ernest A. Toadvine, auditor; H. L. Brewington, auditor; Thomas H. Williams, secretary.



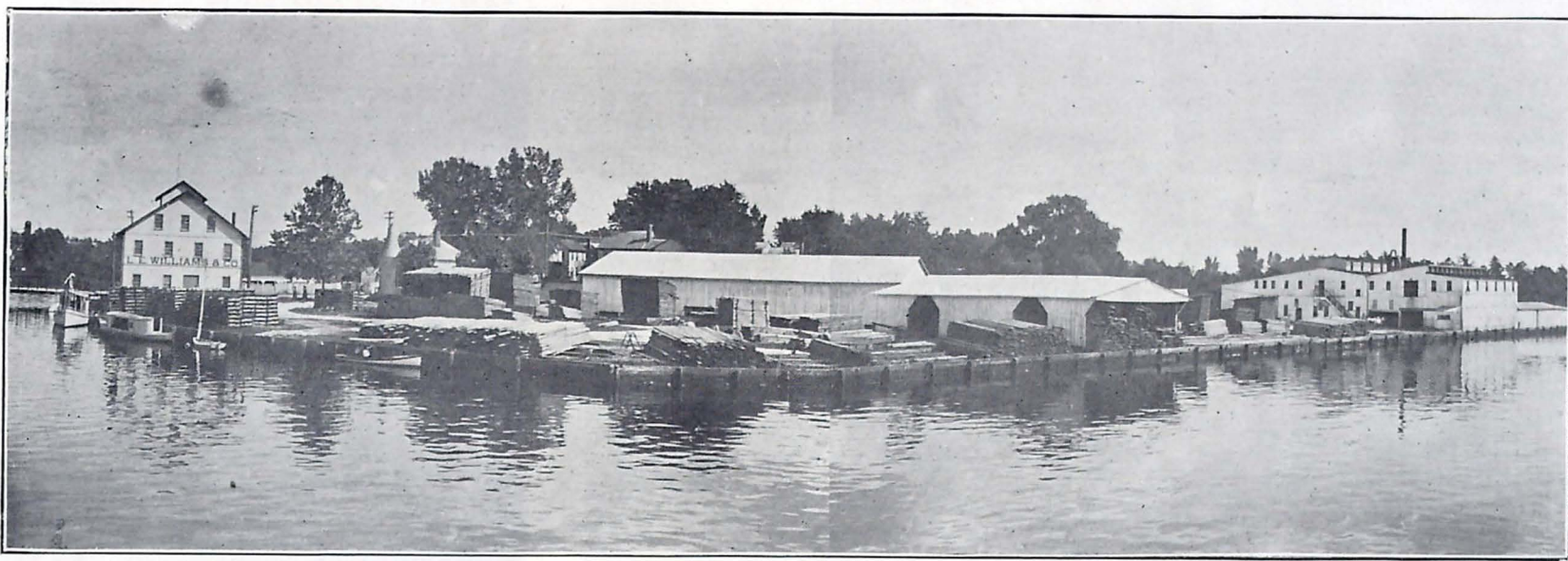
### The Best Institution of its kind in the Country.

## L. E. WILLIAMS & COMPANY.

MANUFACTURERS WHOLESALE AND  
RETAIL DEALERS IN

### LUMBER, SHINGLES, SASH, DOORS, BLINDS, INSIDE FINISH.

Flooring,  
Siding,  
Finishing  
Lumber,  
Sash, Doors,  
Blinds,  
Mouldings,  
Window and  
Door Frames,  
Mantels,  
Bracket  
Shelves,  
Porch Columns,  
Porch Work,  
Plastering  
Laths,  
North Carolina  
and Gulf  
Cypress  
Shingles.



We make a  
Specialty of  
Box Shooks  
of all kinds.  
Shipments  
by Rail  
or Water.

SEND US YOUR ORDERS. WE CAN PLEASE YOU.  
**SALISBURY, MARYLAND.**

CITY HAND LAUNDRY,  
W. A. KENNERLY, PROP.

The introduction of the steam laundry was one of the greatest steps toward the relief of the over-worked housewife and to revolutionize the

home life of those who have been thoughtful enough to grasp its advantages than any one thing that has come into domestic life within recent years. Wash day has been practically eliminated—a day that was always dreaded by everyone in the household for it meant the turning upside down

of the entire domestic machinery—cold dinners, hasty breakfasts, bad tempers, quarrels and aching backs. If those who have never taken advantage of the steam laundry would only investigate they would not hesitate a moment in adopting its office to do the household washing at the reasonable prices it offers. Just take these prices as samples of what it will do: Spreads, 10 cents; table cloths, 5; sheets, 4; pillow cases, 3; blankets, 10; napkins, 10 a dozen; towels, 15 a dozen, and other linen at proportionate prices. Located here in Salisbury is the City Hand Laundry, of which Mr. W. A. Kennerly is the proprietor. This is one of the most complete laundries to be found in the country and the plant is well worth the inspection of every housewife in this section. It is equipped with the latest modern machinery and only the most experienced and painstaking workmen are employed. It will be found upon practical experience that the wear and tear upon the clothing by the new methods employed at this laundry is much less than the destructible old methods of scrubbing on the wash board—one of the surest ways in the world of wearing out the fabrics. This fact can easily be ascertained by a practical experience as has been done by hundreds of housewives.

Mr. Kennerly, the proprietor of the City Hand Laundry, is a native of Salisbury, where he has a wide circle of friends and is noted for his public spirit.

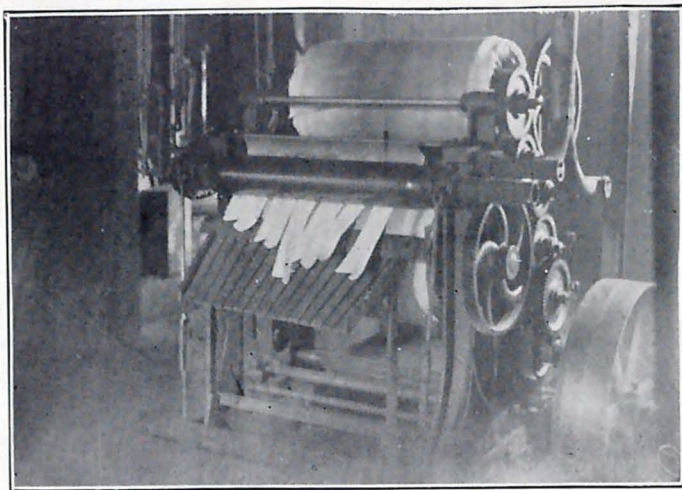
PALACE STABLES.

JAMES E. LOWE, PROPRIETOR.

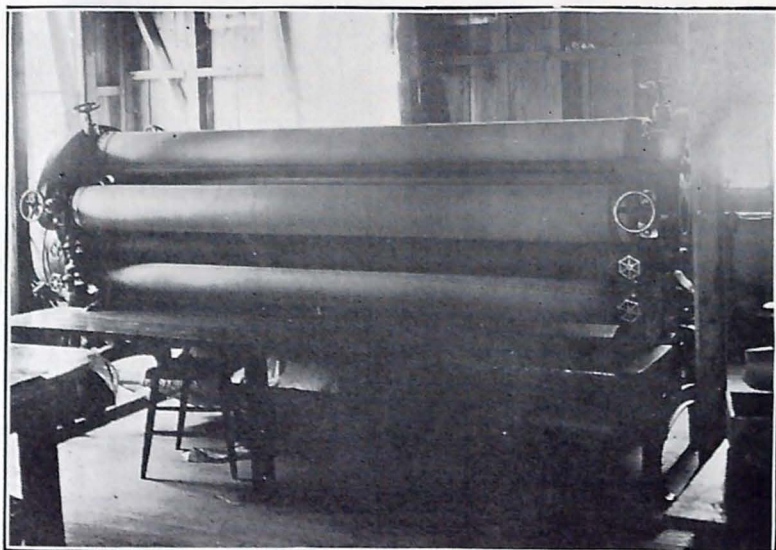
To the traveler, sight-seer, or pleasure-seeker there can be no greater convenience in any community than a first-class livery stable, and here in Salisbury is located the leading establishment of that kind on the Peninsula. We refer to the "Palace" livery, sale, and exchange stables, conducted by Mr. James E. Lowe, on

Dock street, near Main. This mammoth establishment, which is peculiarly fitted for the business for which it is used, is two stories in height and is 140x100 feet, giving a floor space of about 28,000 square feet, ample accommodation for the stock and large number of vehicles, harness, and the thousand and one articles necessary to the trade. On the first floor front are kept the big busses, etc., while in the rear are the stalls, which can be hired for hitching and feeding, and are a great convenience to the farmer or

and the gentle family driver. Picnic parties, weddings, all kinds of social events, and funerals are provided with carriages and teams, suitable to the occasion, with trusty and competent drivers. The second floor is used for carriages, hacks, etc., all kept in splendid condition, and up-to-date in every particular. Teams meet all trains and boats, and passengers are carried to and from them at most moderate rates. Connected with the stable is an expert veterinarian, Dr. Scott, who looks after the health of



COLLAR MACHINE CITY HAND LAUNDRY.



THE GREAT WRINGING MACHINE, CITY HAND LAUNDRY.



LOWE'S PALACE STABLES.

visitor spending the day in town, who wishes his team protected from weather and well-cared for. There are ninety stalls in the stable, all kept in the cleanliest possible condition, and Mr. Lowe has fifty-two head of horses for hire. These consist of the high-stepping roadster, well-gaited saddlers, and double or single teams,

the animals, and also offers his services to the public. The business was established twenty-two years ago, and from its inception was a success, and it has kept constantly on the increase, until today it outrivals all competitors, and with the new era which has dawned upon Salisbury, Mr. Lowe expects to expand and meet every de-



mand that could be put upon a modern establishment. Mr. Lowe is a native of our city, where he is widely and popularly known as a hustling man of business, with a thorough knowledge of his chosen vocation and a gentleman of genial disposition, whose greatest pleasure is a satisfied patron.

LEWIS MORGAN,

LEADING PLUMBER ON THE EASTERN SHORE.

Even young people can remember the time when houses fitted with sanitary plumbing, hot and cold water

provided with these modern improvements is either a drug on the market or rents for such a low figure as to be unprofitable to the owner. Landlords in even the smallest towns are beginning to realize this fact and to install the best plumbing in their houses, and those who own their homes have long since reached the same conclusion. In many cities sanitary plumbing is required by law as a matter of health, not only to those living in the house, but to the entire community. Located in Salisbury is Mr. Louis Morgan, who as a practical plumber, gas, steam and hot water fitter has no superior anywhere. Mr. Morgan has at 202 E. Church street one of the

thoroughly practical man, uses only the best materials and has a reputation for reliability and promptness that has been made by years of the most untiring labor. He has ex-

bread making anyone ill, and that is more than can be said of anything else that we eat. But to make good bread is an art. Anybody can make bread if they have the materials, but few

and Delaware that can be reached daily by rail or boat. Mr. Krause is a man of enterprise and believes in going after trade. He has been well called the "Busy Baker," for he is one of the busiest men in the city, rapidly extending a business which in time, at the present rate, is bound to reach tremendous proportions. Already it is the largest on the Eastern Shore. The bakery was started twelve years ago by Mr. Krause, and during that time there have been several changes, but it is now owned and operated by its founder, who will shortly still further improve and enlarge the plant. Mr. Krause was born in Pennsylvania, but has lived here for the past fifteen years and is thoroughly identified with the city. This establishment covers about 8,000 square feet, has a capacity of over 15,000 loaves of bread and thousands of biscuit, cakes and pies. Besides this regular output, he fills many special orders for parties, balls, banquets and weddings throughout this section. There is nothing in his line that he cannot supply at the shortest notice, for he employs only the most skillful workmen, uses the best material and has facilities possessed by no other bakery on the Eastern Shore.

Hicks—I thought you said he was a Free Will Baptist.

Wicks—Lord, no! He's married.



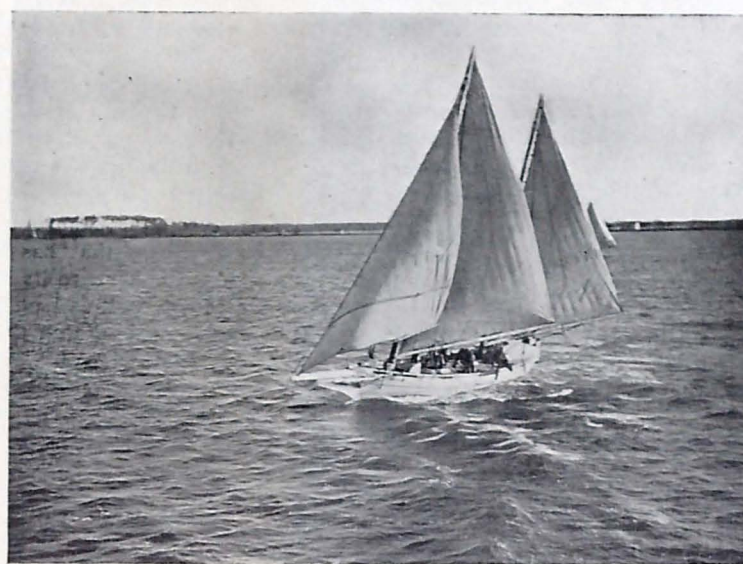
OFFICE OF L. MORGAN, SALISBURY'S PROGRESSIVE PLUMBER.

were confined to the large cities, and were considered the exclusive luxuries of the very rich, but this time is passed, and now the house that is not pro-

most thoroughly equipped shops to be found anywhere, supplied with every appliance for doing every class of this kind of work. He is a



HAMILTON HOTEL—OCEAN CITY, MRS. J. L. MASSEY PROP.



ON SINEPUXENT BAY—REACHED BY B. C. & A. RY.

cutted some of the most important contracts ever given out in Salisbury and its vicinity, and the fact that he is given the patronage of the leading property owners is the best evidence that could be produced that his work has been satisfactory to his customers. Among the more important contracts he has carried to a successful completion are the plumbing in the splendid home of Mr. Thomas Clyde, the Nurses' Home at the Peninsula Hospital, and the plumbing and heating of the new home of Mr. Ballard Waller. This work has won Mr. Morgan a widespread and most enviable reputation in his line of trade. He is now engaged in the plumbing and heating of the new Pine Bluff Sanitarium and also the handsome residence of Mr. H. L. Cannon, at Bridgeville, Del. He makes a specialty of repairing and notwithstanding the oft repeated joke about the large size of plumbers' bills, his charges will be found to be exceedingly reasonable when the character of the work done by him is considered. Mr. Morgan has a wide circle of friends among all classes of our people. He is a public spirited and progressive citizen of the first order.

THE SALISBURY BAKERY.

C. D. KRAUSE, PROPRIETOR.

Good bread, pastry and cake are the most healthful of all the foods, the most strengthening and the most delicious. No one ever heard of good

people can make really good bread. Located here in Salisbury is one of the best bakers to be found in many a day's journey, and the fact that the public appreciate it is best illustrated by the tremendous patronage he receives. The Salisbury Bakery, of



PLANT OF THE SALISBURY BAKERY—C. D. KRAUSE, PROP.

which Mr. C. D. Krause is the proprietor, is one of the institutions of the city, and the products of the "Busy Baker" go in nearly every home in this community. But this is not all of the story, for his trade extends far beyond the borders of the city and into those parts of Maryland, Virginia

Proper nouns should never be used to call a person improper names.

Adam, the first man, no doubt also looked out for No. 1.

The singer cannot extend his range by acting low and getting "high."

Man wants but little here below, and that's all many of us get.

## SALISBURY MACHINE WORKS, ENGINES, BOILERS, SAW MILLS THRESHERS, PULLEYS, SHAFTING, HANGERS

Belting, Steam Pipes, Injectors, Valves, Babbitt Metal, Pipe Fittings, Lacing, Packing, Files, Lubricators and General Mill Supplies

Established upon a small scale in 1888, and now grown to proportions that place it as the leader in its line on the Peninsula, south of Wilmington, is what has been accomplished by the Salisbury Machine Works, of which Mr. Robert D. Grier is the sole owner. For completeness of detail, modern machinery, and skill of employees in mechanical construction, it is not to be excelled in the territory covered by its trade, and the capital invested, amount expended in wages and material make it one of the chief sources of revenue to the business life of Salisbury. The plant is located on the tracks of the N. Y., P. & N. R. R., and consists of a group of buildings, each especially designed for the kind of work done therein and covering with the yards several acres of ground. The company conducts a first-class iron and brass foundry, and are manufacturers of engines, boilers, saw mills, basket and barrel and canning factory machinery, pulleys, shafting, hangers, steam pipes, belting, injectors, valves, all kinds of mill supplies, do general repairs of every description and are sole agents for the Hoe Inserted Tooth Saws, used in saw mills, and the sales of which amounted to more than \$8,000 during the past year, the best of

evidence that they meet every demand put upon them. Mr. Grier is also agent for the machinery of A. B. Farquhar & Co., of York, Pa., and for them he placed over \$32,000 worth of business in one year. The main building of this big concern is a two-story brick structure in which are located the offices and the general machine shops, and in an annex is the dynamo by which the entire plant is illuminated by electricity, while two 20-H. P. engines operate the machinery. Passing from this building we enter "Warehouse No. 1," where are stored and repaired the steam and gasoline engines, of every variety and

most recent invention including the "Ajax," "Babcock Valve," and others and here, too, are kept the Hoe saws, of many sizes, and for every use. Adjoining this building is one in which the main feature of the repair department is found, for Mr. Grier is an expert repairer in this line, for the B. C. & A., Maryland, Delaware & Virginia and the N. Y., P. & N. R. R. and a siding runs through the shop from the main tracks. This siding continues on into the storage sheds and yard, and thus the coal, coke, pig and scrap iron used in casting is delivered. In the rear of this building is the powerful

lathe, weighing nine tons, by which the tires for locomotive wheels are turned and it is an interesting sight to see this giant eating its way into the steel and turning out the finished tire. "Warehouse No. 2" contains the saw mill department and repairs, and adjoining this we find the casting room where iron and brass are made into every design required. Throughout all the various departments are innovations and inventions of the active mind and hand of Mr. Grier, one of which is a clozer and equalizer for barrel staves. This is a machine of wonderful speed by which staves are cut, fashioned, bevelled and chined,

and is a great labor-saving device and high-class invention. At the railroad tracks is a giant crane, for loading and unloading massive machinery, boilers and engines, which are lifted with surprising ease. Mr. Grier, as we have said, is a master machinist and mechanical constructor and designer, and he has gathered about him a corps of efficient mechanics and draftsmen, with the result that every contract undertaken is conscientiously and skillfully executed. The enterprise was launched by Messrs. Robert D. and F. A. Grier, but in 1903 the latter sold his interest to the present proprietor. The constantly increasing trade of the house extends throughout Maryland, North and South Carolina, Georgia, Virginia and Delaware. Mr. Grier is a native of Delaware, but has lived in our midst for nineteen years, where he is recognized as among our men of mark. He was one of the founders of the Farmers' and Merchants' Bank and has been its vice-president since its organization. He is a Mason of high degree, and takes active interest in the workings of that great fraternity, being president of the Board of Trustees of the Masonic Temple.



EXTENSIVE PLANT OF THE SALISBURY MACHINE WORKS.



# E. S. ADKINS & CO.

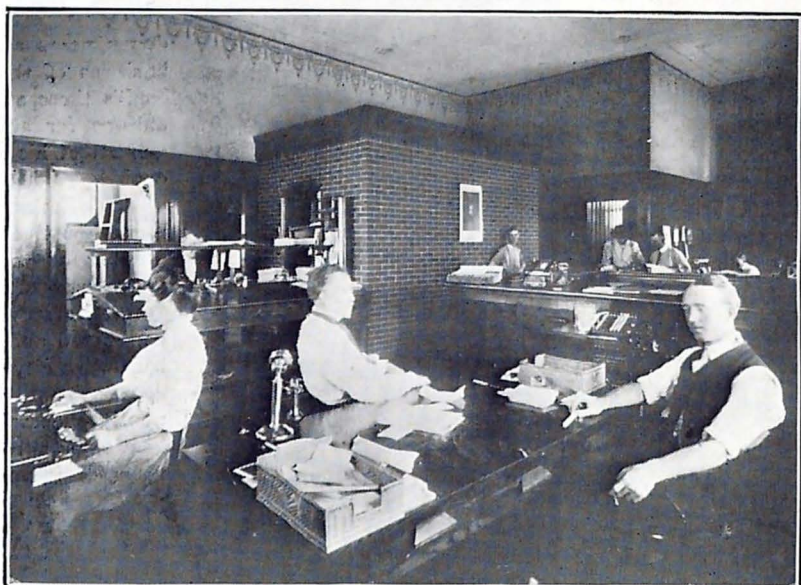
INCORPORATED

MANUFACTURERS OF AND DEALERS IN

## L U M B E R

*Shingles, Sash, Doors, Blinds, Brackets, Framing, Flooring, Siding, Ceiling*

### BOX SHOOKS A SPECIALTY



OFFICE OF E. S. ADKINS & CO.

The lumber trade, which is the back bone of Salisbury, and our city is noted principally for the big scale upon which this business is conducted here. This industry alone has reached proportions that places our city far up in the list of manufacturing centers, while the products of her mills are sending her name and fame throughout the land. Among the most prominent in this trade is the well-known firm of E. S. Adkins & Co., Inc., whose immense plant is located at the junction of the B. C. & A. and N. Y., P. & N. Railroads. From an humble beginning, many years ago, to the big twentieth century establishment of today, with a trade covering a large portion of the Eastern part of the United States is a long step, and speaks volumes for the business sagacity of the men who have managed its affairs; at present the house is bigger and stronger than ever before, in the way of capital invested, number of employees, and amount of material used. The plant covers more than seven acres of ground, and twelve separate buildings are needed for the various departments, all of which are connected by sidetracks with the two railroads thus greatly expediting the shipment and reception of

goods. The offices are located in a handsome building, especially designed for their use, and are finely equipped with safes, cases, vaults, and every modern convenience for the transaction of the business. In the factory, Mill No. 1, is devoted to the manufacture of every kind of wooden building material, either exterior or interior, porches, moulding, framing, siding, ceilings, stairways, flooring, doors, blinds, and in fact, everything needed in home, office or factory. In the production of the goods made 10,000,000 feet of lumber is used annually. This is brought from saw mills and extensive tracts of timber, owned by the company in Maryland, Delaware and Virginia. The machinery of the plant is of the latest and most improved design, while the employees are skilled in their work, thus insuring the proper execution of any contract undertaken. Mill No. 2 is used for box shooks, or "knock down" boxes, crates, etc., and the output has reached enormous proportions. The other structures are used for storage, dry kilns, etc. Two large buildings, 60x100 feet, two stories in height are used for storing sashes, doors, mouldings, mantels and other goods of like character. Large sheds are used in protecting the lumber in the rough, and every

building is so conveniently arranged that the work of this great plant is handled in the most expeditious manner possible. A glance at the illustrations accompanying this article will show this to be an industry of which Salisburians have every right to be proud. The business was established many years ago at Powellville, Md., by Mr. E. S. Adkins, and was removed to Salisbury in 1893. In 1895 Mr. Charles R. Disharoon became a partner of Mr. Adkins, and in 1902 the company was incorporated with Mr. Adkins as president; C. R. Disharoon, treasurer, and F. P. Adkins, secretary, and upon Mr. Disharoon retiring in 1907, the

following officers assumed the management: President, E. S. Adkins; Treasurer, F. P. Adkins; Manager, E. D. Adkins, and Secretary, J. W. Humphreys. All of these gentlemen are well known men of affairs in our business life, and have placed at the command of their patrons all that ample capital and years of experience in their chosen line can produce, and their progressiveness has been rewarded by their unqualified success.

President E. S. Adkins was honored by President McKinley with the position of postmaster of Salisbury, a position he filled with credit to himself and the city.



FOUR VIEWS OF THE ADKINS PLANT.



# TURNER BROTHERS COMPANY

...WHOLESALE GROCERS...

HAY, GRAIN AND FEED



WHOLESALE GROCERY HOUSE OF THE TURNER BROS. COMPANY.

The wholesale grocery trade of Salisbury is by far the most extensive on the Eastern Shore, and competes most successfully with that of larger rivals, for the men engaged in it are among our most enterprising and successful citizens, carrying stocks of goods that leave nothing to be desired and selling at prices that in many instances are the despair of competitors. This trade has had a healthy growth, and the city has come to be regarded as the centre of the trade in this section of Maryland, Virginia and Delaware.

Much of this encouraging state of affairs has been due to the enterprise of the Turner Brothers' Company, which, although it has been organized only since 1905, has built up a trade that is second to none. The company occupies a large warehouse at 412 Main street, which has a floor space of 15,000 square feet filled to overflowing always with the purest, freshest and best stock of groceries that it is possible to obtain. In the rear of this is a great four-story brick building for feed, well equipped with

power elevators, etc. There is nothing out of date about this hustling concern, and goods bought from it can always be depended upon to be the very best to be found on the market and just as represented. They keep four salesmen constantly on the road looking after an ever-increasing trade throughout the section covered by them, and there is no class of goods that cannot be obtained at the lowest prices quoted in the markets of the world. Nothing does so much to give a city the reputation for enterprise as its wholesale houses. Its traveling men advertise its advantages far and wide, bring trade from every quarter and keep it in constant touch with the outside. In this way the Turner Brothers' Company has done much for Salisbury, and such concerns should have the enthusiastic support of everyone who has the interests of the home town at heart. Its trade since it was incorporated, in 1905, has grown with marvelous rapidity, and the future prospects never looked brighter than they do at the present time. This is

due to the policy of square dealing which has been characteristic of the firm since it was started and the fact that the goods handled have always been of the highest class for the lowest prices. There is not a town on the Eastern Shore of Maryland, Virginia and Lower Delaware, where it does not have customers, and this trade has been built up in a short time against the keenest kind of competition. The company makes a specialty of **VERIBEST** flour, made from the finest selected Western wheat, but it would almost be unfair to say that it has a specialty, for it aims to handle the best of everything, including hay, grain and feed. The company is incorporated by Messrs. W. J. Staton, president; W. B. Tilghman, Jr., vice-president; E. C. Turner, manager, and W. Pitt Turner, secretary-treasurer. Mr. Turner, the manager, and his brother, the secretary-treasurer, are natives of Salisbury. Their associates are prominent capitalists and business men of the community.

## WILKINS & CO., RETAIL GROCERS.

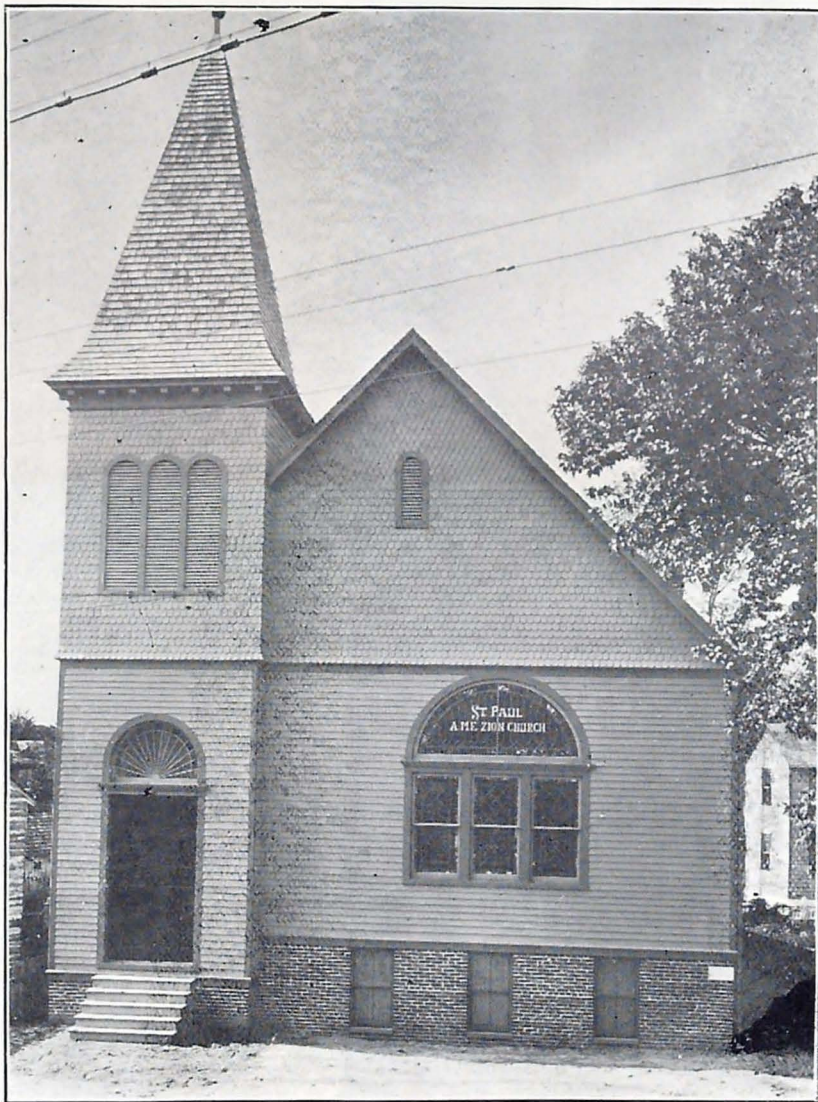
Nothing is more typical of the growth and progress of Salisbury, its transformation from a small town to a wide awake city, than the gradual



W. T. WILKINS.

disappearance of the country store and the appearance of its modern successor. This is especially noticeable in the grocery stores that have changed their methods of doing business

well ventilated, and up-to-date in every particular. No longer does the weary housewife have to carry her heavily laden basket home; all she has to do is to telephone or call and the goods are delivered at her door. That competition is the life of trade was never better exemplified than it is in this important branch of mercantile endeavor. At the head of the list of these stores of the new era it is proper to place the name of Wilkins & Co., whose up-to-date establishment is located at the corner of Church and Division streets, conceded to be the most convenient location for a store of this kind in the city. It is on the corner, well-lighted and ventilated from two sides, the most modern sanitary arrangements, and all in all a store that would be a credit to any large city. A full and complete line of groceries and produce is kept constantly on hand and the store is patronized by the most discriminating people of this city and vicinity. This store is of the 20th century kind, where the goods are so displayed that the purchaser can at a glance perceive exactly what is bought, and all goods are sold under the personal guaranty of the firm. This firm have the agency for Bill's chocolates, and this trade is handled exclusively by them. These are high grade candies, sold in bulk or packages. The firm of Wilkins & Co. is composed of Messrs. C. E. and W. T. Wilkins, two cousins,



ST. PAUL A. M. E. CHURCH.

vim and energy it was not long before they had placed themselves among the leading business men of the city. Both are young men of the type that has made Salisbury the flourishing metropolis it is today.

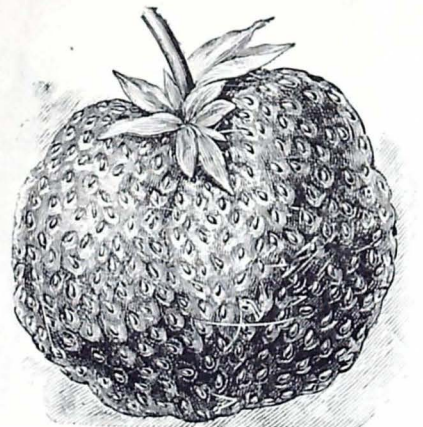
## PARK STABLES.

L. W. WIMBROW, PROPRIETOR.

Knowledge of horses and the proper way to care for them is claimed by many men, but as a matter of fact, it is possessed by comparatively few. It is inherent with some to understand this most useful and noble friend of man and they are the ones who make the most successful proprietors of boarding, sale and exchange stables. This trait is certainly highly developed in the character of Mr. L. W. Wimbrow, the proprietor of the Park Stables, at 307 Church street. He loves horses and understands them, as few men do, and as a consequence he has made a splendid success of his business. He is now the proprietor of three separate stables in Salisbury and all of them are models of cleanliness and comfort. Happy the horse that comes under his control for he receives the very best of attention, and if it is true, as some people assert,

dozen years ago built up the largest business of this kind in this section. In his three stables he has accommodations for about 60 head of horses and all of his stalls are generally occupied.

Mr. Wimbrow is a native of Salisbury, but lived in Whaleyville for a number of years, where he engaged in the mercantile and milling business with success. But his love for horses conquered and in 1895 he returned to his native city and went into his present business, which has been eminently successful in every way. This has been accomplished by his aptitude for it and his uniformly honest



and fair dealing with everyone. A great specialty of the Park Stables is the hiring of horses for work of every kind, including all manner of heavy hauling, moving, drayage, or in fact, in any kind of work needed in a city like Salisbury. These teams may be hired double, four, six or even eight horses, in the hands of sober, competent and industrious drivers, and all work of this nature is under the direct supervision of Mr. Wimbrow. The big street sprinkler is in the hands of Mr. Wimbrow, and is a fine example of the kind of working teams furnished his patrons.

Two heads are better than one.



SUPERB STABLES OF L. W. WIMBROW.



C. E. WILKINS.

ness more perhaps than any other. In place of the dirty, unsanitary store of the old days, new stores have sprung up, well stocked, fresh, bright,

who started in business about seven years ago. By fair dealing, the fact that their stock was always the purest and freshest procurable, and plenty of



Established 1866—The Largest and Oldest  
Wholesale Grocers on the Peninsula

## B. L. GILLIS & SON WHOLESALE GROCERS

WAREHOUSE—MILL STREET

OFFICE—112-114 DOCK STREET



The wholesale trade of a city does more to make it known outside of its immediate limits than almost any other agency. Its salesmen advertise the advantages and attractions of the home town by sounding its praises, every shipment of goods sent to other cities is an advertisement of the progressiveness of its merchants, it brings merchants from out of town who can see for themselves the advantages of the place and in a hundred ways the wholesale house does much to upbuild the material prosperity of the community in which it is located. Salisbury has within her borders one of the largest wholesale grocery houses of the South, with a trade extending throughout this section and far beyond. It is that of B. L. Gillis & Son, of 112-114 Dock street, with a large and com-

modious warehouse in Mill street. This company conducts one of the big enterprises of the city and it is one which Salisbury is proud to give enthusiastic and substantial support.

The establishment is a fine, brick structure, with more than 13,000 square feet of floor space, every inch of which is required for the vast stock carried. The goods are the choicest that can be selected by the most expert and careful buyers from the markets of the world. The great business carried on keeps this stock fresh as it is handled so rapidly that it does not have a chance to become old or shelf worn. A complete line of fancy and staple groceries is carried and outside of this they are the largest handlers of grain and feed of all kinds on the Peninsula. They pay especial attention to the shipment of hay and

grain in car lots, from their shippers in the West. Their feed business in ton lots is handled from the warehouse, which has a capacity of 50 cars, and is situated on the tracks of the B. C. & A. R. R. This warehouse, in addition to the main warehouse, on Dock street, gives them the largest storage capacity of any business in this vicinity. The store and office building runs through to the dock, and it was but recently that the first big schooner, loaded to the water line, with sugar and molasses consigned to them, was ever unloaded there. The business was established in 1866, and the firm at the present day consists of Mr. A. A. Gillis and T. L. Ruark, who have spent their entire lives in this line and today no merchants stand higher in the estimation of our people than they.

HERBERT H. HITCH & BRO.

POPULAR GROCERS.

Modern grocery stores are among the most attractive establishments of the city and it is a delight to stroll through one that is tastefully arranged with a first-class stock. The present methods of canning fruits, vegetables, and in fact, nearly everything is a far cry from the old methods of keeping goods in bulk, to

section and they have by strict attention to business and straightforward dealing built up a trade that is second to none. Mr. H. H. Hitch and his brother, E. B., are natives of Salisbury. Mr. Herbert is a member of the city council, in which body he has served for twenty years, which is longer than any other member has ever served, and he has made a most enviable record. Mr. E. B. Hitch is well known among the energetic business men of our city, and is a

HOLLOWAY & COMPANY,

FUNERAL DIRECTORS AND EMBALMERS.

There is no avocation of the many followed by man which requires a greater amount of tact, delicacy, sympathy and diplomacy as that pursued by the funeral director and embalmer. When he enters upon the discharge of his duties the family and friends of the deceased can hardly be called themselves. They are unnerved by grief and loss of sleep and it requires a man of more than ordinary calibre to anticipate the many little wants and attend to the many details that are required. Few men are really fitted to assume the responsibilities that the position entails and that is the reason why there are so few really good undertakers. The firm of Holloway & Co., located on Division street, near Camden, is composed of Mr. S. J. R. Holloway and Mr. E. Frank Holloway, both of whom are graduates of the famous Philadelphia School of Embalming. The firm is one of the best known of its kind on the Eastern Shore, and has officiated at the last sad rites of many of the best people of Salisbury and vicinity. They are thoroughly equipped to undertake the direction of the most elaborate funeral or of any one from the more humble walks of life and the same scrupulous care and attention is given to the obsequies of both. They are expert embalmers and are thoroughly equipped in every particular for their work, always having on hand a large supply of caskets from the best manufacturers. This firm is one of the oldest in Salisbury and one of the most reliable.

He who does as he likes has no headache.

A woman may talk sociology, but she thinks millinery.

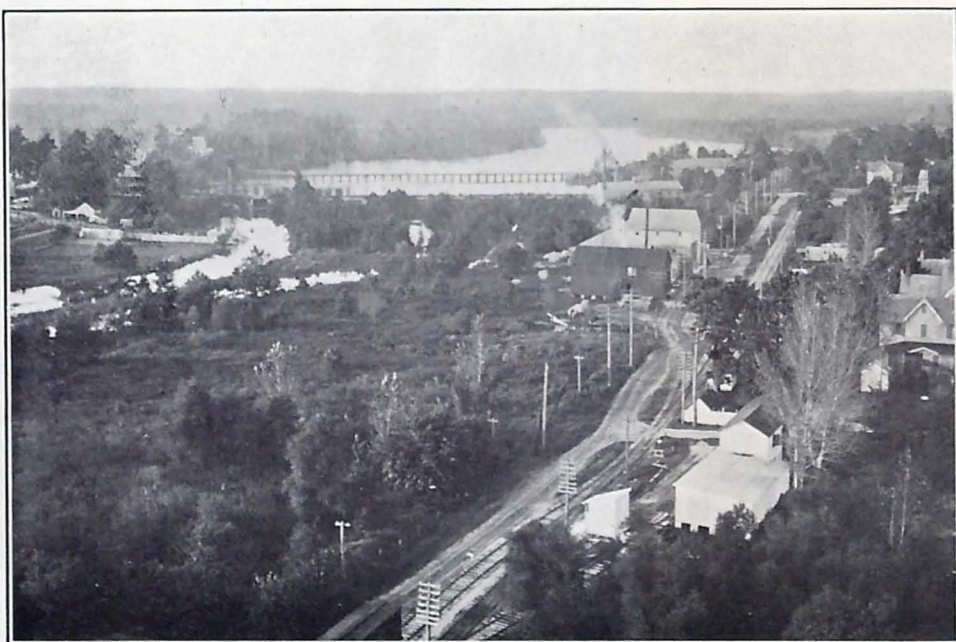


GROCERY HOUSE OF H. H. HITCH & BRO.

catch every particle of dust and disease germ that the winds blow, and it also lends itself splendidly to a tasty arrangement and display. There is no prettier sight than a handsome store of this character and that it pays can be seen in the results that are achieved, for the modern sanitary store gets the best trade while the

prominent member of the Red Men. The firm is public spirited and progressive, and are ready to help along the cause for the welfare of old Salisbury.

If men didn't insist on eating their wives could have more furs and jewels.



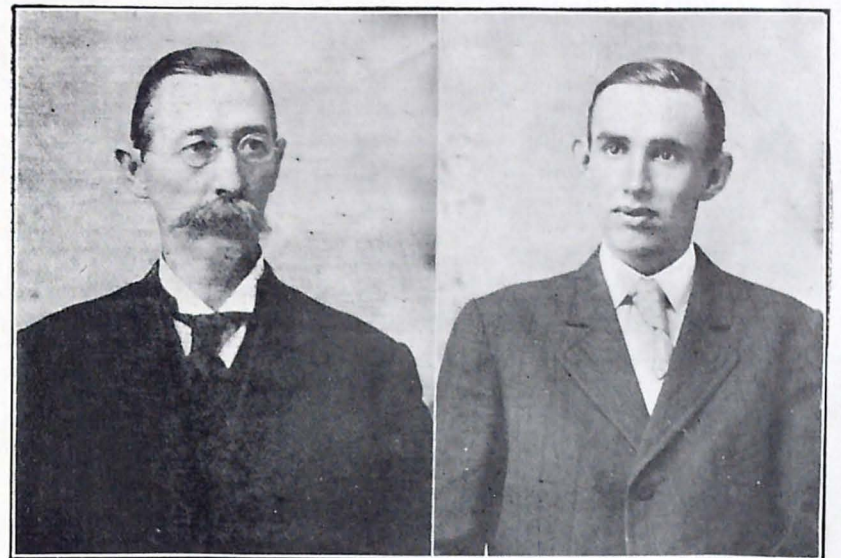
SALISBURY, SHOWING THE B. C. & A. FREIGHT LINE, IN CENTER, ALSO BRIDGE OF MAIN LINE, CROSSING JOHNSON'S LAKE IN THE BACKGROUND.

others are gradually being pushed to the wall. No one realized this quicker than Messrs. H. H. Hitch & Bro., whose handsome and attractive place of business is located at the corner of Main and Delaware streets. Hitch & Bro. keeps one of the largest, freshest and purest stocks of groceries and produce that is to be found in this

USEFUL KNOWLEDGE FOR EVERYBODY  
Necessary Knowledge For Spectacle Wearers  
Eye Strain and Headache Cured with Glasses

**HAROLD N. FITCH**

...EYE SPECIALIST...



S. J. R. HOLLOWAY.

E. FRANK HOLLOWAY.

W. T. BANKS & CO.

BOTTLERS OF SOFT DRINKS.

There is an infinite variety of carbonated or soft drinks manufactured in Salisbury, and, as may be readily imagined, the demand for them in a local option country like that surrounding Salisbury is very large. This

purpose for which it is used, is two stories in height and is thoroughly equipped with the latest apparatus perfected by the Liquid Carbonic Company. Mr. Banks makes a specialty of beerine, a nonalcoholic beverage that has a tremendous sale throughout this territory. It looks like lager beer, has all its refreshing qualities, tastes like it, and yet the most expert chem-



THE W. T. BANKS & CO. BOTTLING WORKS.

is the distributing point for a section covering a large portion of the States of Maryland, Virginia and Delaware, and located here is the plant of W. T. Banks & Co., the most extensive manufacturers of soft drinks in this region. Although Mr. Banks has only been established in business for about five years, he has during that time, by the use of the plentiful energy with which he is gifted, built up a phenomenal trade, which is rapidly growing as the merits of the goods manufactured by him become better known.

His manufacturing plant, located near the N. Y., P. & N. R. R. depot, is one of the largest in the country. It has a frontage on the tracks of 150 feet and extends back 190 feet. The building, erected expressly for the

ists have been unable to find anything deleterious or intoxicating in it. It is a delicious draught. Every description of soft drink is made in large quantities, including ginger ale, sarsaparilla, strawberry, celera colo, peach mellow, chocolate and pop. Only the purest and best materials are used, and the pure food law is observed to the letter. Mr. Banks is the sole proprietor of this large and flourishing business, and his many friends are glad that he has made the success he so richly deserves.

A bald man may have a great head for any kind of business—except that of a barber.

Today a girl is a beautiful bride and tomorrow she is just Mrs. Blank. Such is life.



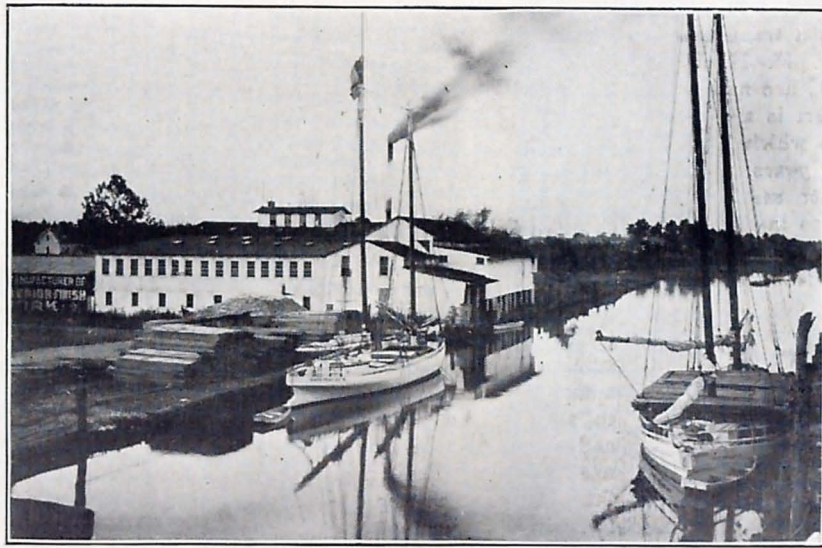
# Salisbury Wood-Working Co. Inc.

MANUFACTURERS OF

## INTERIOR FINISH, SASH, DOORS, Etc.

CHURCH FURNITURE A SPECIALTY

As a centre for the manufacture of interior wood work, sash, doors and blinds Salisbury takes a foremost place and it is her leading industry, a large amount of capital being invested here by our most prominent citizens. The industry employs hundreds of men and the product is shipped to every part of the country. Among the leading firms engaged in the business is the Salisbury Wood-Working Co. Inc. of which Mr. T. H. Mitchell is president and general manager. The business was founded by Mr. Mitchell over 20 years ago. He was born in Salisbury and has been in the business all his life, having learned his trade in boyhood. On a modest scale he started a small shop near the City Dock. He was a skilful mechanic as well as a far-seeing business man and early saw the possibilities that lay in the manufacture of mill work with the facilities for getting the raw material at a low cost in Salisbury. His business had from the start been a successful venture, and he decided to branch out on a larger scale. He removed to his present location, which was then little more than a shallow lake, over which he had many times skated when a boy. It was filled in



MITCHELL'S WOODWORKING FACTORY.

and the substantial factory which now occupies the site was erected. It is 125x300 feet and is equipped throughout with the most improved wood-working machinery that ample capital could procure. This venture also proved a great success and a flourishing business was built up that is now one of the largest of the many large ones in this section.

Some time ago Mr. Mitchell decided to form a company of his business, so that some of the men who had helped him to make it a success might take an interest and the Salisbury Wood-Working Factory was accordingly incorporated with a capital stock of \$40,000. Mr. Mitchell was made president and general manager. Mr. J. W. Cochran, the bookkeeper for years, secretary and treasurer; Mr. E. W. Windsor, the foreman, vice-president, and James Holladay and Carroll Fields, who have been connected with the mills for years, were placed on the Board of Directors. These gentlemen are among the men of mark in the Salisbury business world, and are representative of that type of men who build for the future and have done so much to make our city the metropolis of the Peninsula.

T. H. MITCHELL, Pres. and Gen. Mgr.

JOSEPH MITCHELL, Vice-President

J. W. COCHRAN, Sec'y and Treas.

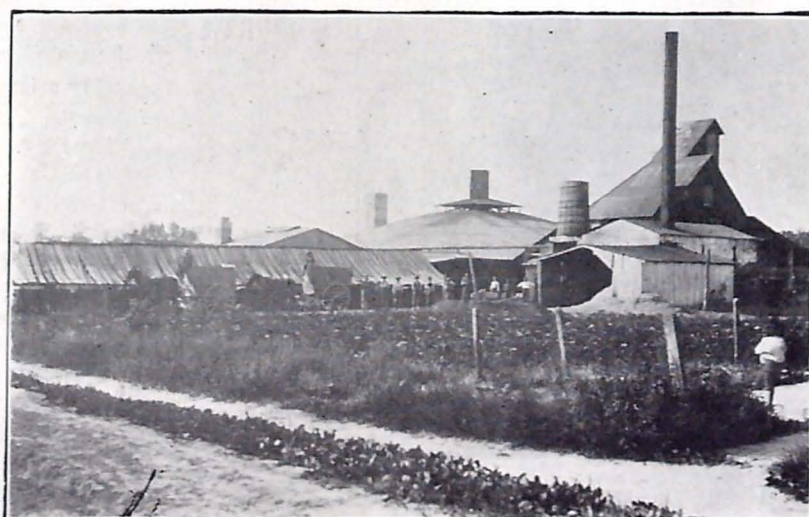
# SALISBURY BRICK COMPANY

MANUFACTURERS OF

## HIGH-GRADE BUILDING BRICKS

Output About 40,000 Bricks a Day

Since the formation of the Salisbury Brick Company, about 12 years ago, the manufacture of bricks has taken its place as one of the leading industries of this city and proves once more how diversified in raw materials the country is in this section. It is due to the enterprise and energy of F. M., Joseph and T. H. Mitchell that the possibilities of this industry were discovered and developed and is in its present healthy and flourishing condition. When the company was formed the industry was in its infancy, and but little attention had been paid to it. About 20 acres of land on the George Parsons property was purchased and the yard equipped with the latest improved machinery for making bricks. The clay of the kind that is used in the making of brick for fronts of buildings, and fancy work of all kinds and every color is produced as ordered. A high grade of the common building brick is turned out in



PLANT OF THE SALISBURY BRICK COMPANY.

immense quantities. These bricks find a ready sale, not only to local builders and contractors, but all over this section and as far North as New York and Philadelphia. The facilities were increased time and again to meet this demand which has continued with leaps and bounds until the output is now about 100,000 bricks a week, which bring the highest price in the market. Last year the output of the yards was doubled and still the demand is not satisfied. Not long ago additional land was purchased and the force at the yards is kept constantly busy filling orders.

The officers of the company are T. H. Mitchell, president and general manager; Joseph Mitchell, vice-president, and J. W. Cochran, secretary and treasurer. These with F. M. Mitchell and L. W. Winbrow, the well known proprietor of the Park Stables, constitute the Board of Directors.



The people of Salisbury are to be congratulated for awarding the street-paving contract to the Standard Bitulithic Company, who have a splendid reputation all over the country for doing this kind of work. Bitulithic is a pavement which in the past few years has taken its place at the very head of all others, from the standpoints of durability, noiselessness and beauty. This contract was awarded after a thorough investigation to the Standard Bitulithic Company, which has offices at 253 Broadway, New York. No hasty action was taken by the council, but they acted slowly and wisely when they awarded the contract to this company, for the Standard Bitulithic Company's reputation for good work is as high as any other concern in the United States. The investigation made of the Standard Bitulithic Company's past record which investigation was at Atlantic City and other places where they have completed contracts entitles them to the confidence of our officials and the highest praise and commendation in the commercial world we are not loath to praise except where praise is due. Bitulithic is acknowledged by expert engineers to be the ideal pavement, and was awarded the highest medal from the jury of awards of the World's Fair, held in St. Louis, as being the nearest approved to ideal, the standard of pavement excellence having been determined by the recognized engineering authorities of both hemispheres. The Bitulithic pavement is the invention of Warren Bros. Co., of Boston, Mass., and the Standard Bitulithic Company work under a license from them. The Warren Bros. Co. and their Licensee Companies have shown so much energy in placing their pavement before the engineering

# STANDARD BITULITHIC COMPANY



CINCINNATI, OHIO, FAIRFAX AVENUE, PAVED WITH BITULITHIC.

It is the **STANDARD** who are Beautifying the Streets of Salisbury with their Ideal Pavement

Were Awarded Highest Medal at St. Louis World's Fair

world and establishing its merits so thoroughly that the foundation of one of the largest and most prosperous paving companies in the world has been firmly laid. The policy of Warren Bros. Company and of their Licensee Companies, while aggressive, is thoroughly on conservative business lines, and they are recognized throughout the country as doing honest work, and living up to the spirit, as well as the letter of any contracts they undertake. In view of the reputation of the contractor the people of Salisbury ought to be satisfied that the work on their streets has been placed in competent hands, and the News believes that when the work is finished those who opposed it most bitterly will be glad to acknowledge that they were mistaken. No city can continue to grow without good streets, and in this particular, as in many others, Salisbury is far in the lead, and intends to keep the place she has won for herself. Some of our citizens have complained in the past of unwarranted slowness on the part of the city authorities in adopting more vigorous measures for the betterment of our streets, but a careful study of the subject shows that our municipal leaders have aimed at procuring tangible and permanent results, and have avoided vast errors of costly experimental trials. They have given every matter the most careful consideration and investigation, and have given out no contracts unless they were thoroughly convinced that the city was receiving nothing but the very best for the money expended. They have long realized that closely related to the growth and development of a municipality, and a striking important factor in that growth is the street system that caters to its interests.

S. E. HAYMAN,

GENERAL MERCHANDISE,  
FRUITLAND, MD.

Dear to the heart of everyone not raised in crowded cities is the memory of the country store, where it seemed that everybody ever made could be found by the proprietor. It was the forerunner of the great department stores of the city, and some of those of the better class are really department stores, so great is the variety of goods

floor space, which is literally packed with the choicest stock of general merchandise, and the other being entirely devoted to a stock of furniture, which in style, finish and solidity will compare favorably with that kept by many stores in cities larger than Salisbury. Mr. Hayman was born in Somerset, established his business in 1890 and has lived in this section all his life as an upright, honorable citizen.

An ounce of push is worth a pound of lucky charms.

from early morn 'till dusky eve. There are many fine mechanics following this trade in Salisbury, but none of them could claim superiority over Mr. William C. Disharoon, whose shops are located at 201 Lake street, where he removed about two years ago. They are thoroughly equipped with every appliance needed to conduct a successful or first class general blacksmithing business and Mr. Disharoon and his able assistants have secured by the fine quality of their work the patronage of some of the most discriminating people of Salisbury and the contiguous territory in Maryland, Virginia and Delaware, where he has built up a flourishing and rapidly increasing trade. There is nothing requiring the most expert skill that may be required of him that cannot be performed by him. Mr. Disharoon was born in Wicomico county, but moved to Salisbury when a child, and here he learned his trade. Mr. Disharoon is a well known member of the Senior Mechanics and the Daughters of Liberty. He is full of enterprise and a man who is ever ready to do anything in his power for Salisbury.



A LUCRETIA DEWBERRY FIELD—ALLEN FARM.



THE TWO BIG STORES OF S. E. HAYMAN, AT FRUITLAND.

kept in stock and so systematically are they arranged. Such a store is that conducted by Mr. S. E. Hayman at Fruitland, one of the most prosperous and beautiful of the flourishing towns grouped about Salisbury. The store of Mr. Hayman is admirably located for the convenience of his customers in the forks of the roads—the one leading to Allen and the other to Princess Anne. The establishment consists of two separate buildings. One of them, 44x80 feet and two stories high, contains about 1,300 square feet of

WM. C. DISHAROON,

BLACKSMITH AND WHEEL-  
WRIGHT.

There is always work for the first-class wheelwright, general blacksmith and horseshoer in a country like that which surrounds Salisbury, without considering the needs of the city people. Especially during the open season when the crops are being grown and harvested is this demand in evidence and the forges are kept busy



DINING ROOM OF THE PENINSULA HOTEL.

## PENINSULA HOTEL

(AMERICAN PLAN)

SALISBURY - MARYLAND

R. H. PHILLIPS, Prop.



RATES \$2.00, \$2.50, \$3.00 Per Day

CATERING A SPECIALTY



20 Extra Rooms—Just Under Completion  
Airy and Cheerful





R. P. VALENTINE.

## IN BEAUTIFUL ALBEMARLE COUNTY, VIRGINIA

Site of the Great University of Virginia; "Monticello," the Home of Thomas Jefferson; "Pine Knot," Summer Retreat of President Roosevelt, Princess Troubetskoy (Amelie Rives) The Famous Authoress, Lord Clinton, "The Gibson Girls" made Famous by Artist Charles Dana Gibson, and Scores of Other Well-Known People.

### It is Here that R. P. Valentine Offers For Sale

One hundred and fifteen acres of land, well watered, mostly in grass, situated at the foot hills of the South East mountains in Piedmont, Va.; in an excellent neighborhood; ten minutes walk of postoffice, church, school and store. Two and a half miles from depot, on C. & O. Railway. Nine-room dwelling, good barn and stable. Carriage, harness and ice houses. Houses for poultry and tools and a work-shop. Two hundred fruit trees, consisting of apples, pears and plums. \$10,000.

One hundred and two acres of land situated in Piedmont, Va., at the foot hills of the mountains; two and one-half miles from depot, on C. & O. rail-

way, with rural free delivery; near churches, schools and store. In most desirable neighborhood. Has old and young orchard of apples and pears. Nine-room dwelling, good barn, and stable; well water in the yard. A bargain for a quick buyer. \$3,800.

A farm of 215 acres; two and one-half miles from Charlottesville, Va. The land is good, the house is modern, with 20 rooms and bath, supplied with water brought by gravity from a pure mountain spring on the place, high above sea level, over 600 feet. The house stands on a round hill with extensive views on every side. It is desirable for a summer residence, on account of its cool situation and never

failing breeze. Its proximity to Charlottesville gives a choice of good society, whether from town or country. \$30,000.

Excellent home, two and one-half acres good land, 8-room house. Less than ten minutes' walk from depot and postoffice; seven miles from Charlottesville.

Fifty acres of land, two miles from city. Nine-room house, with steam heat, electricity, and water in house. Three hundred fruit trees. \$6,000.

Ninety acres good land, three miles from Charlottesville; ten minutes' walk from depot and postoffice; beau-

tiful grove of fine oaks and hickory. House with seven rooms. Also another house with four rooms; a barn. Excellent large garden; good quantity of fruit. \$6,000.

Five hundred acre farm, three miles from Charlottesville; three hundred acres in blue grass; well watered; large barn and stable. House with five rooms, beautifully situated. \$25,000.

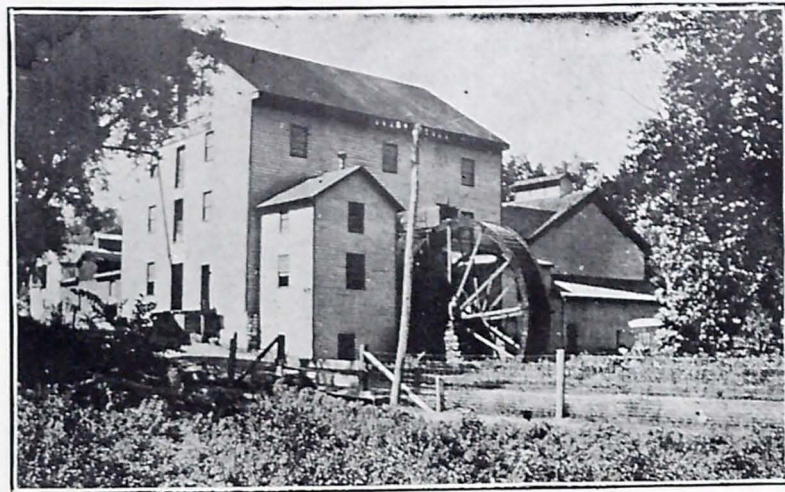
Four hundred acre farm within two and a half miles of Charlottesville; excellent land, large house and out-buildings. Beautiful scenery. Pleasant neighborhood. \$25,000.

Ten acres of land, eight miles from

city; Covesville section; five hundred apple trees, ten and eight years old; fifty peach trees, all of good variety.

A farm of 285 acres. Forty acres of river bottom, one hundred acres of creek bottom; twenty acres of clear, high land, balance in timber; two houses of four rooms each. Five miles from Charlottesville. \$50 per acre.

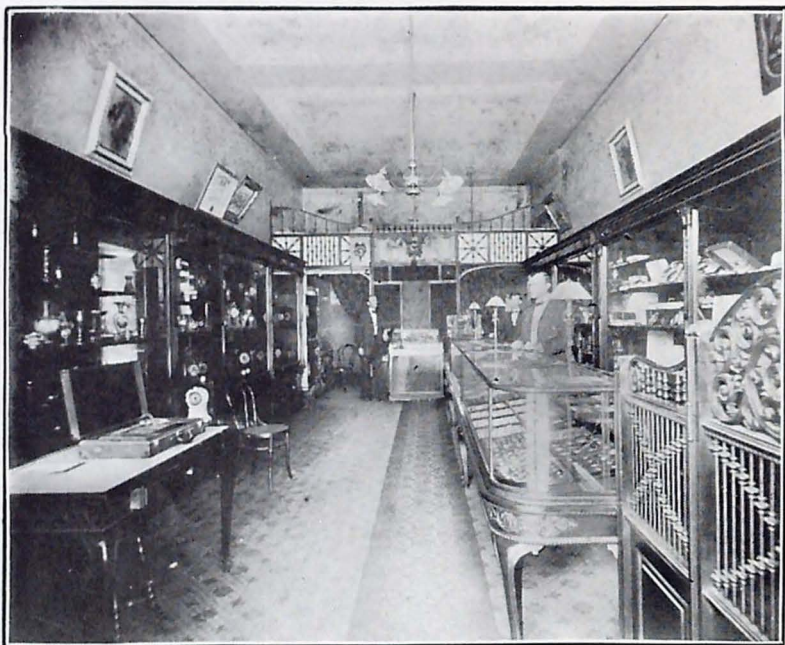
Fifty to hundred acres of land, with good fruit; 250 Albemarle Pippins over twelve years old. Less than three miles of Charlottesville. Surpasses Monticello in altitude. \$75 per acre.



### Jewelry and Watches

### Opticians and Optical Supplies

BEST GOODS—LOWEST PRICES



EXQUISITE JEWELRY ESTABLISHMENT OF HARPER &amp; TAYLOR.

ESTABLISHED 1886

## HARPER & TAYLOR

Largest and Most Complete Stock on the Eastern Shore

Cut Glass

Sterling Silverware

None but skilled mechanics in our Repair Department. See page 11 for full account.

### E. W. SHOCKLEY & CO.

LIVERY, SALE AND EXCHANGE STABLES.

Well-patronized livery, sale and exchange stables are one of the best indications that a city is prosperous and growing, for unless people are busy and making money they prefer to walk. Even in large communities where nearly everyone habitually uses the street cars the receipts of the roads fall off tremendously in times of financial depression, and this same thing happens to the livery stable in the smaller cities. If this rule holds good, Salisbury is certainly in the full tide of prosperity, for, although they have been established in the livery business but little more than a year, the firm of E. W. Shockley & Co., 427 Church street, have made an emphatic success and established through their enterprise and energy a success that is most gratifying. They have a splendidly equipped stable near the N. Y., P. & N. depot, and can supply cabs, carriages and buggies at the shortest notice. He has a stable of fine horses not to be surpassed by any concern in this section of Virginia, Maryland and Delaware. Mr. Shockley has recently introduced an innovation much needed in Salisbury by starting a line of omnibuses through the principal streets, charging for the service the small sum of five cents. These vehicles are timed so as to meet all trains and boats, and have proved a great convenience to the people of the com-



SHOCKLEY'S BUSY STABLES.

munity, as well as the traveling public. He also operates a ten-cent private cab service, taking passengers to any part of the city for a dime. Mr. Shockley is a native of Wicomico county, having been born about six miles from the city. He was for a number of years engaged in the general merchandise business at 1309 North Division street, and has a wide circle of friends.

Due credit is given Mr. Howard W. Taylor for the excellent make-up of this Edition. He is a native of the Eastern Shore and is an other instance of what our boys can do when they try. Mr. Edward F. Seward is equally responsible for the fine press work and Mr. Edward C. Lastner for the beautiful cover.



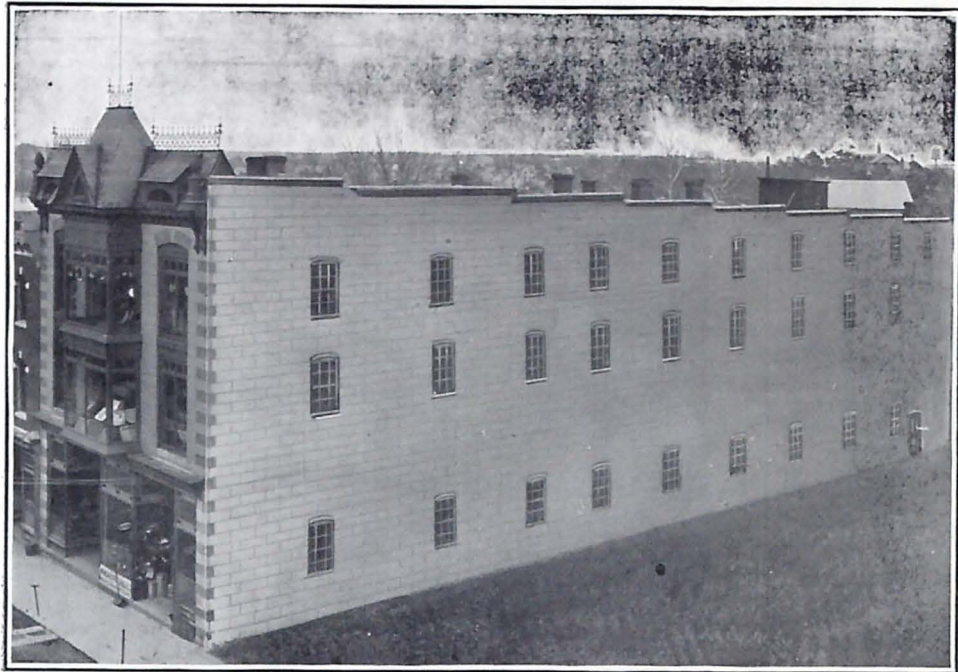
OLD SPRING HILL P. E. CHURCH, BUILT 1772.



# L. W. GUNBY COMPANY,

GENERAL HARDWARE AND MACHINERY.  
STEAM AND GASOLINE MACHINERY A SPECIALTY.

LARGEST MACHINE SHOPS ON THE PENINSULA.  
HEADQUARTERS FOR THE BEST MAKES OF AUTOMOBILES.



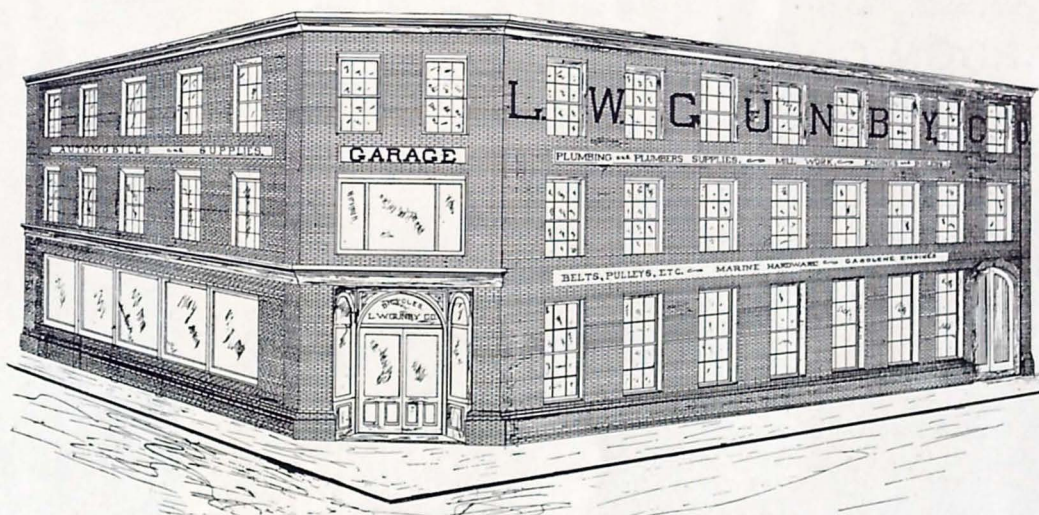
STORE OF L. W. GUNBY COMPANY, 165 FEET, 4 FLOORS.

Established in 1872, and now one of the largest enterprises of its kind in the United States, and an enterprise that is pointed out with pride by all our citizens is the proud record of the L. W. Gunby Co., whose headquarters is located on Main street. This mammoth enterprise are manufacturers and jobbers of machinery and hardware. Their trade, which is constantly increasing, extends throughout Maryland, Virginia, Delaware, North and South Carolina. Their stock is an immense one, and comprises everything that may be had under the heading of this article, while the large number of employees, great amount of property and capital invested make it one of the leading sources of revenue of the city of Salisbury, and one of the most extensive concerns of its kind in the South. Their main establishment is a three-story and basement structure, 36x165 feet, thus giving a floor space of 25,000 square feet. This structure is by far the largest business building of the city, and probably the handsomest architecturally, and is especially adapted to the handling of the vast stock carried. The first floor is devoted entirely to hardware and cutlery, in great variety and of every description, skillfully arranged and displayed as to insure the most rapid handling. The second floor contains an immense line of plumber's materials, paints, wheelwright supplies, pumps, seeds, and glass, and the third floor is given to

the stock of stoves, heaters, ranges, roofing material, stove repairs, refrigerators, etc., while in the cellar is stored iron, steel, nails, horseshoes, and rope, etc. In the rear of this

busy, and the company invites an opportunity to submit estimates on all kinds of mechanical construction. The Garage Building is one of the attractions of Salisbury. A large

voted to repair department. This repair department will have all the modern conveniences. The second and third floors will be used for displaying plumbing fixtures, heating material and machinery. Near the N. Y., P. & N. R. R. are two great warehouses, where is stored the surplus stock, and heavy materials, such as engines, boilers, plumbing material, windmills, furnaces, etc., and these warehouses are connected with the railroad tracks by a siding, which expedites the rapid handling of goods. For local transporting purposes a large automobile truck is in constant use. It is the only one of its kind in town, and has proved a marked feature in way of rapid delivery. So from the above it will be readily seen that the growing Gunby Company has reached proportions seldom attained even in the big cities, and goes to show what may be accomplished by pluck, energy and ambition, coupled with a keen discernment of the people's needs and an unquestioned, unfaltering integrity. The officers of the company, who are men of high standing in the business world, are Mr. L. W. Gunby, president; Mr. Graham Gunby, vice-president and secretary; Mr. Donald Graham, treasurer, and Mr. F. L. Smith, first assistant manager. Upon these gentlemen devolves the task of managing the affairs of this great concern, and having spent their lives in the business, they are its masters to the most minute detail.



THE NEW GARAGE ON DIVISION STREET.

building, facing on Camden street, is the factory where is made all kinds of saw-mill machinery, canning factories goods, etc., and their repair work. A corps of skilled mechanics and draughtsmen are kept constantly

three-story brick building, with 24,000 feet floor space, is especially designed for the care of automobiles. The first floor will be divided, new automobiles and equipment will occupy a prominent space, the balance will be de-



L. W. GUNBY COMPANY, WAREHOUSE NO. 2.



MACHINE SHOP, L. W. GUNBY COMPANY.



C. M. BREWINGTON,  
CHOICE FAMILY GROCERIES.

The modern fancy grocery store, located in the fashionable section of the city, adds to rather than detracts from its appearance besides the fact that it is of the greatest convenience to the public, who cannot go or send down town for everything wanted. And it is not necessary to go beyond the residential grocery and produce

Salisbury, and his trade is drawn from the most particular and discriminating portion of its population. He makes it a point to have the best of everything, and his store is one of the most attractive among the many attractive establishments of the city. In addition to his choice, fancy groceries, he keeps a full line of choice produce, confectionery, tobacco and cigars. Mr. Brewington is a native of Salisbury, and after his school days at once entered upon his business



BREWINGTON'S GROCERY, CAMDEN AVENUE.

store for anything if it is conducted in a first-class, up-to-date manner. A store such as that carried on by Mr. C. M. Brewington, at 310 Camden avenue, in the very centre of one of the handsomest residential localities, can supply any kind of groceries as fresh and pure as the morning and at prices that are as reasonable as the lowest. Mr. Brewington has one of the largest and most complete stocks of goods in

career. He has always been identified with movements for the improvement of our city, and served for four years as a member of the City Council. He is well known fraternally, being a member of the K. of P., R. M., I. O. U. M., and R. A. Telephone 2-95.

Some people imagine the world stands still until it has heard their side of the story.



HOME OF "UNCLE BILLY" PARSONS NEAR SALISBURY.  
"UNCLE BILLY" IN DOORWAY.

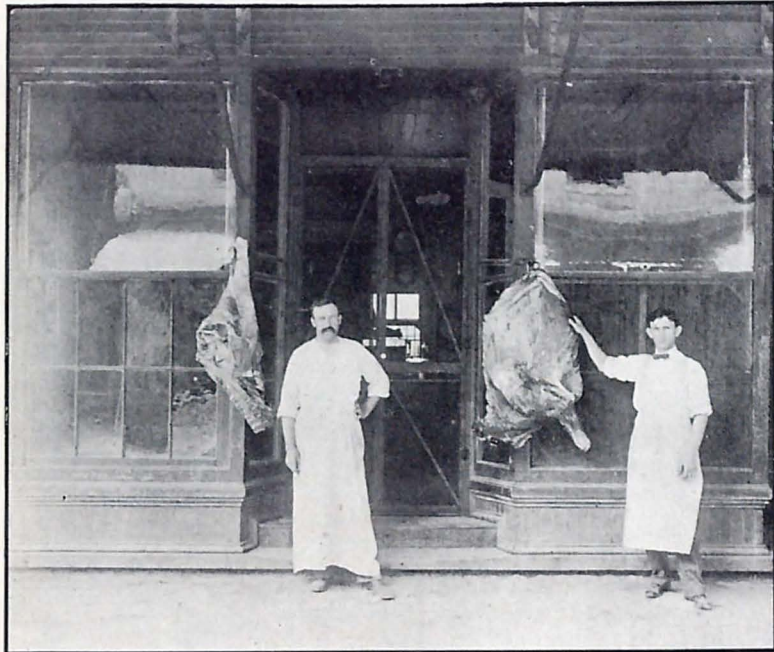
L. S. SHORT,  
CHOICE MEATS.

Too much care cannot be exercised by the discriminating housewife in the selection of the merchant from whom she buys the meat for her table, for the good health of her loved ones depends to a large extent upon this item. In the great cities where expensive men are kept by the government to examine all meat before it is killed or allowed to be placed on sale and then again examined at will before it goes to the consumer, the customer is comparatively safe, but in the smaller cities and the country this is impossible and the purchaser has to rely almost entirely upon the honesty and integrity of his butcher. So it is safer for him to select a butcher of the right character rather than upon his own judgment of the meat. The right kind of man will be sure to sell nothing but the right kind of meat. Although he has only been

established at his present location, on Dock street, near Main, for the past four months the store of L. S. Short has already won its title as the reliable meat house of Salisbury. Mr. Short has taken as his motto "Quality" and is living up to it. Mr. Short handles only the very best beef, pork, lamb, sausage, scrapple and other food products, and has already built up a large trade throughout this section. Mr. Short does all his own killing, a short distance from the city, and one of his leading specialties is Baltimore hams, which are cured near home and delivered to any part of the city. Mr. Short has always been ready to do anything in his power for the good of Salisbury. His 'phone is 222; ring him up.

Life is a hollow mockery to the man who wants to fill up and can't.

Cussing is a mighty useful thing to keep a man from being so mad he would do something worse.



SHORT'S CHOICE MEAT MARKET.

C. R. DISHAROON, President

E. L. DISHAROON, Manager

W. L. TILGHMAN, Sec'y & Treas.

C. R. DISHAROON

W. F. CALLOWAY

C. R. DISHAROON COMPANY

MANUFACTURERS OF

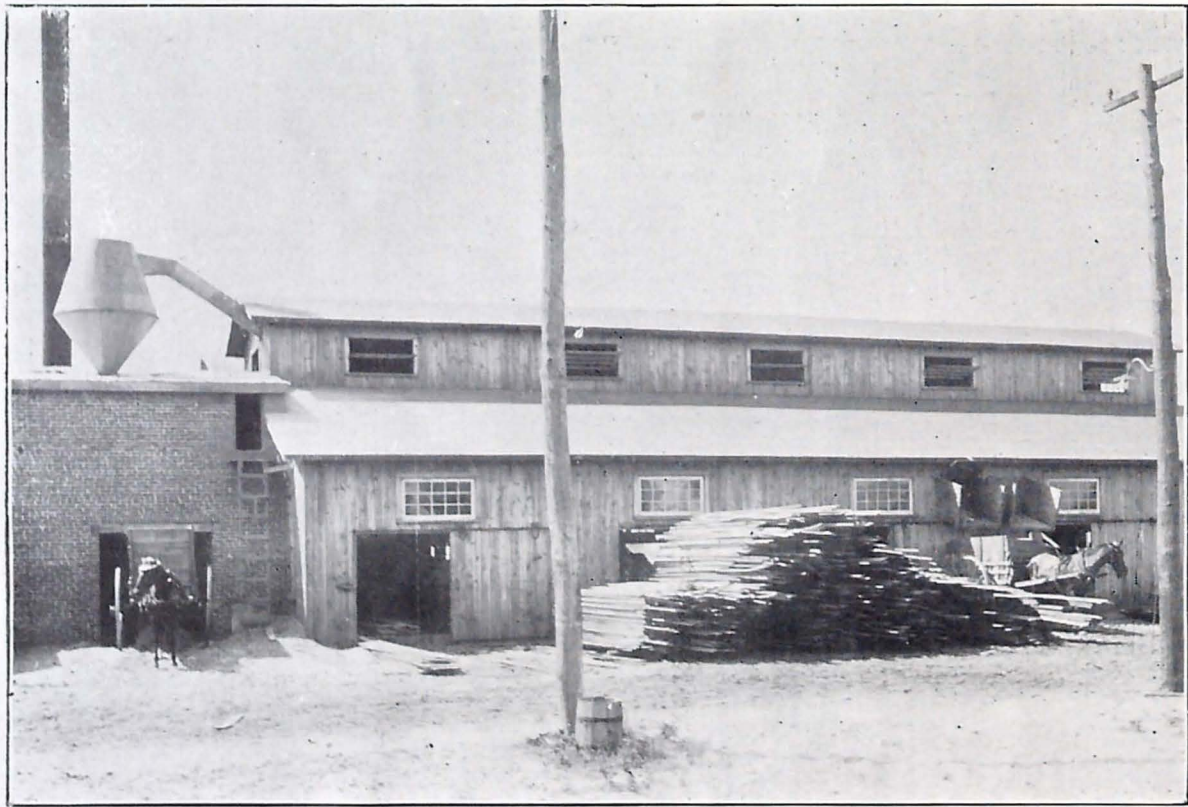
Berry Crates, Baskets, Box Shooks, and Standard Packages of All Kinds



C. R. DISHAROON.

the demand for them increases as a larger area is planted in fruits, vegetables and berries. The future of this industry is very bright and the men engaged in supplying this demand fully realize the fact, and are among the most energetic in the city in pushing their business. The largest and most important plant located here is that of the C. R. Disharoon Co., located near the tracks of the N. Y., P. & N. R. R. and B., C. & A. R. R., to

latest improved machinery for the manufacture of all kinds of baskets, crates, carriers, half-barrels and box shooks, which are shipped throughout this section in large quantities. The output is enormous and the product of the company being the best that it is possible to produce is much in demand by growers. Although it has been established but seven years, it has already distanced the majority of its older competitors and is doing a



FACTORY OF C. R. DISHAROON.

One of the most important and rapidly growing industries of Salisbury, and one which employs a large number of people, is the manufacture of lumber, standard crates, baskets and box shooks of all kinds. These are used throughout this section in enormous quantities and every year

which they have connection by a switch, so that cars can be loaded directly from the doors of the plant. This fact gives them a great advantage over many competitors located at a distance from the road. The plant occupies a space of about 12 acres and is magnificently equipped with all the

flourishing business, which is constantly on the increase. Former Mayor C. R. Disharoon is the president, W. L. Tilghman, secretary and treasurer, and E. L. Disharoon gives his entire attention to the management, a position he is splendidly equipped to fill by ability and long experience.

WICOMICO SHIRT M'FG CO.

Well-Made Shirts—by—Careful Operators

Salisbury does not want for her advantages as a manufacturing centre to be recognized by outside capital, although it is always welcome, for the people know these advantages and are eager to develop them. In most cities the size of this the greatest number of the larger industries are controlled by people living elsewhere, but it will be noticed by a reference to this industrial review that people born and bred right here are the owners of most of her industries. One of the most important plants recently started here is that of the Wicomico Shirt Manufacturing Company, which is lo-

character of the goods placed on the market. The plant has an excellent location, is well-lighted and ventilated and is equipped with all of the latest machinery for making men's and boys' shirts. It is 40x100 feet, and is most conveniently arranged for making the finest grades of these goods. The company was organized in May, 1907, by Messrs. C. R. Disharoon and W. F. Calloway, who have already placed it in the front rank of the city's industries. Mr. Disharoon was formerly Mayor of Salisbury, and during his term of office did everything in his power for the progress of the city, as



WICOMICO SHIRT FACTORY.

cated on Naylor street, near the boundaries of the city. Although this company was organized only over a year ago, when the country was in anything but a prosperous condition, it has been a success from the very beginning and at the present rate of increase in the output will soon have to be enlarged to supply the demand for its product. This speaks louder than words for its management and the

he is continuing to do as a private citizen. He is also president of the C. R. Disharoon Company, and is identified with other enterprises. Mr. Calloway attends more particularly to the factory, with the workings of which he is thoroughly familiar. Both are public spirited and progressive citizens who are always ready to do anything for the welfare of old Salisbury.



Proprietors of Best Fancy Pastry Flour and Distributors of Lipton's Celebrated Coffees and Teas

W. E. SHEPPARD, President

W. S. PARKER, Vice-President

JAY WILLIAMS, Secretary

W. S. SHEPPARD, Treasurer

## W. E. SHEPPARD COMPANY

### WHOLESALE GROCERS



WHOLESALE GROCERY ESTABLISHMENT OF W. E. SHEPPARD COMPANY.

As a wholesale centre of the grocery trade Salisbury has already taken high rank, and her enterprising merchants are leaving no stone unturned to place her still higher on the list. They are in a position to compete successfully with the merchants of Philadelphia, Baltimore and Wilmington for the trade of those portions of Maryland, Virginia and Delaware lying at her doors, and are using every legitimate endeavor to capture that portion which they do not already possess. This trade of right belongs to them, and they intend to have it if enterprise will do the work. The W. E. Sheppard Company is one of the most active in this field of endeavor, and has built a tremendous trade in the territory tributary to the city. The firm is located in the handsome structure 411, 413 and 415 Main street, where it occupies nearly 10,000 feet of floor

space, the building being 70x70 feet. In the rear, on Mill street, they also have a large warehouse, 50x130 feet, thus giving them a total floor space of nearly 25,000 square feet, more than any wholesale house in Salisbury. There is a railroad siding of the B. & C. & A. R. R. running on either side of the buildings, and also the city dock. It will be seen by this that the shipping facilities of the company are unusually excellent.

The Sheppard Company carries a general stock of groceries, which in quality and quantity will compare most favorably with that of houses located in cities many times the size of this, and the retail merchant in the region covered need go no farther than Salisbury to replenish his stock. The company is an especially large dealer in fine flour made from Ohio winter wheat, roller ground, and han-

dles about two carloads a week. It is also a large dealer in feed and grain. Four men are kept constantly on the road visiting the numerous customers of this firm in Maryland, Virginia and Delaware, and a large and flourishing trade has been built up, which is constantly expanding as the merits of the goods handled become more widely recognized.

The W. E. Sheppard Company was organized about two years ago as the successor to the business carried on for years by Messrs. F. C. & H. S. Todd. It is incorporated, the officers being W. E. Sheppard, a member of the City Council and formerly in the Legislature, president; W. S. Parker, vice-president; Jay Williams, Esq., the well-known attorney, secretary, and W. S. Sheppard, treasurer, who is a prominent Mason and an Elk.



## MACNEAL PRINTING COMPANY

### JOB PRINTING

#### OUR SPECIALTY

Catalogues, Pamphlets  
and Publications

107 and 109  
SOUTH FREDERICK STREET  
BALTIMORE, MD.  
MD. PHONE



A man thinks he deserves a lot of credit for having some relative who becomes famous.

When a man says people have entertained him delightfully he means they let him do all the talking.

It takes a good deal of beauty for a girl not to need to be told she has it if you want to be popular with her.

The average man wants to buy a safe before he has anything to put in it.

The more a man swears when he raps his shin going to the nursery in the dark the surer his wife is that, anyway, the baby will grow up to be a Christian.

ADVERTISE YOUR BUSINESS IN

## THE WICOMICO NEWS

PUBLISHED EVERY THURSDAY

It Goes Into Every Home

It Attracts the Attention of Everybody

It Brings Results to Every Advertiser

EVERYBODY READS THE NEWS

NEWS BUILDING, Cor. MAIN &amp; DIVISION STS.

SALISBURY - MARYLAND

TELEPHONE 50

## Brewington Brothers Company

Printers and Engravers

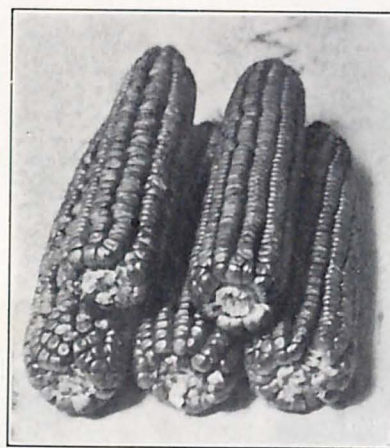
Manufacturing Stationers, Fine Booklet  
Printers, Book Binders, Blank  
Book Manufacturers.

STEEL DYE AND LITHOGRAPHIC WORK

The Biggest Plant South of Wilmington  
Employing the Most Experienced Printers  
Equipped with the Finest Machinery.

We Print Anything or Everything You Want

SALISBURY, MARYLAND



POOR MAN'S CORN.

### KEEP THE MICROBES ON THE RUN . . . .

By Use  
of **New Sanitary Cuspidor**

Kept continually clean

—BY—

Automatic Water Sprays

Just the thing for hotels, cafes,  
restaurants, clubs, hospitals,  
dentists, public libraries,  
railway depots, street  
corners, etc.

HIGHLY ENDORSED BY BOARDS OF HEALTH

FOR FULL PARTICULARS ADDRESS

**JOHN A. WALKER**Elmhurst, Queens Co., L. I.,  
New York City.Patent or States' Rights for Sale.  
Will Sell Cheap to Quick Buyer

## Stock Farm For Sale

**I**N Albemarle County, the heart of Virginia, fine blue-grass Stock Farm, 500 to 1,000 acres; near historic "Monticello," home of Thomas Jefferson; the most beautiful locality in the Southland; ideal estate for refined country gentleman; excellent buildings for servants, etc.; well fenced; good public roads. Not far from the Chesapeake & Ohio and the Southern Railways.

**A. E. W.**

Charlottesville, Va.

Box 212.





# Baltimore, Chesapeake and Atlantic RAILWAY COMPANY

OWN AND OPERATE

16 STEAMERS

ON

CHESAPEAKE BAY and TRIBUTARIES

ALSO

87 MILES OF RAILROAD

ON THE

EASTERN SHORE OF MARYLAND

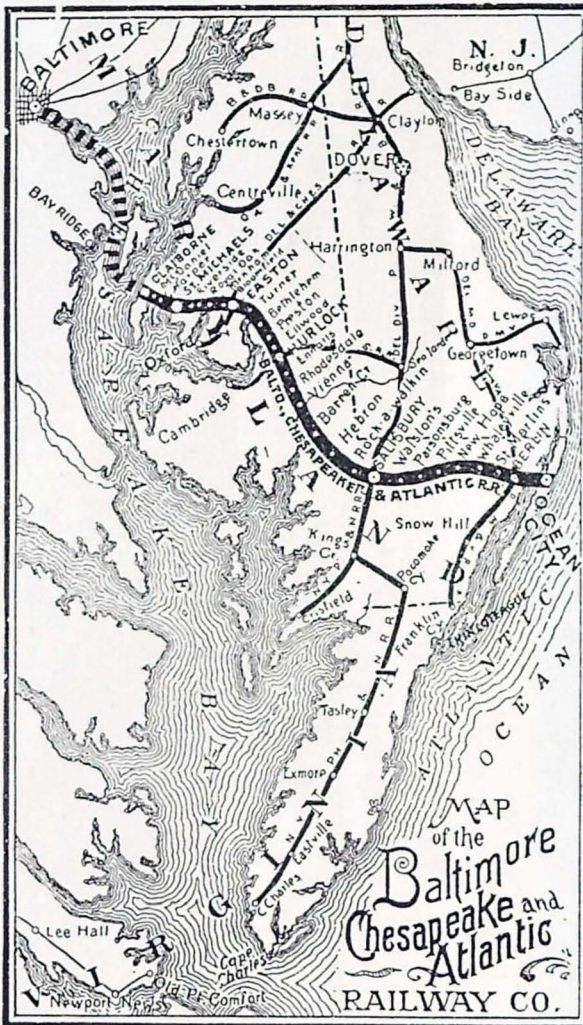
With its Combined Rail and Steamer Lines

it Reaches all the Largest Towns on

the Peninsula, which is known

as the Garden Spot

of the World



*No Better Trucking Land is to be found in the World than in the Section Referred to. With its Railroad Connections- at Salisbury it is able to reach the Northern and Eastern Markets, and with its Boat Lines it Feeds Baltimore, the Metropolis of the South.*

*Illustrated Matter Upon Application*

WILLARD THOMSON,

General Manager,

Baltimore, Md.

W. U. POLK,

Supt. Ry. Div.,

Salisbury, Md.

I. E. JONES,

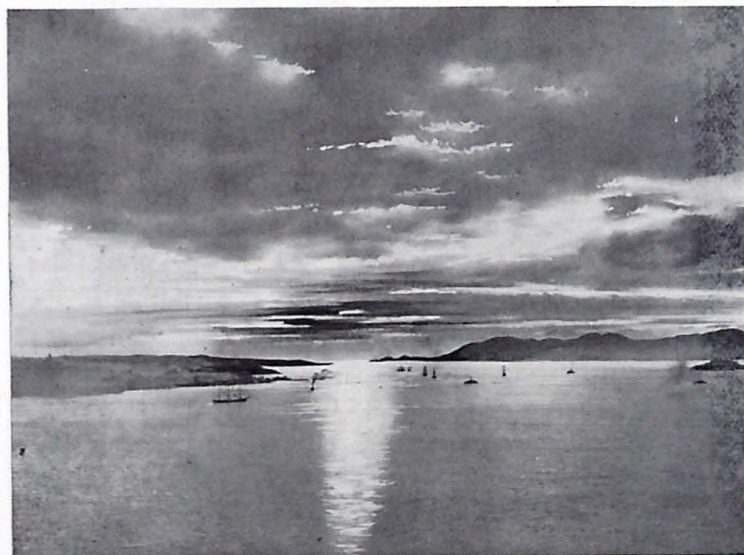
D. F. & P. A.,

Salisbury, Md.

T. MURDOCH,

G. F. & P. A.,

Baltimore, Md.



"Breathes there a man  
With soul so dead,  
Who never to himself hath said  
This is my own, my native land."



THE WICOMICO NEWS

BREWINGTON BROS COMPANY  
PUBLISHERS.

1732



S

ALISBURY

THE CITY OF OPPORTUNITY

1908

